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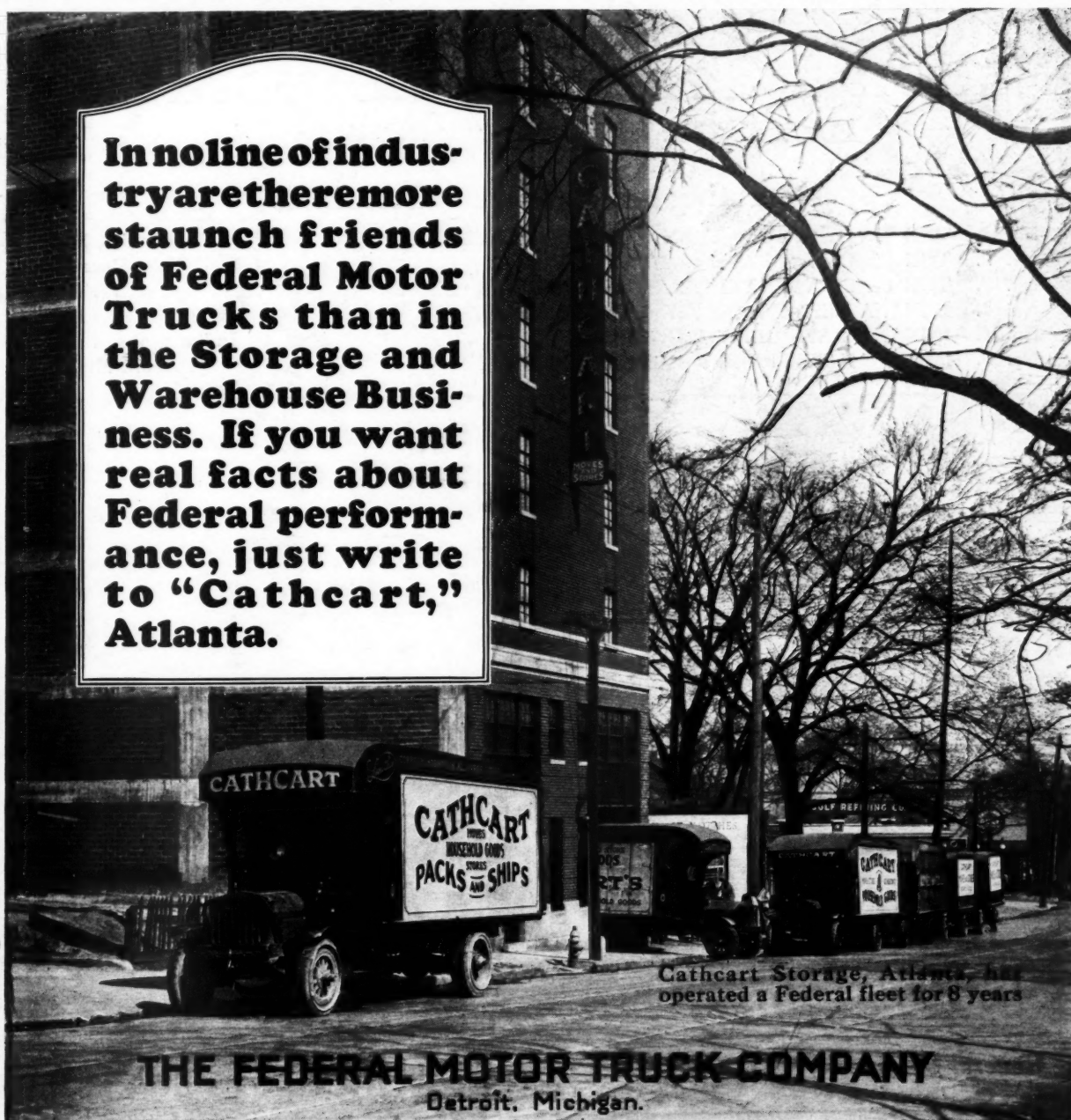
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Vol. XXIII, No. 5

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U. S. Department of Agriculture, May, 1924

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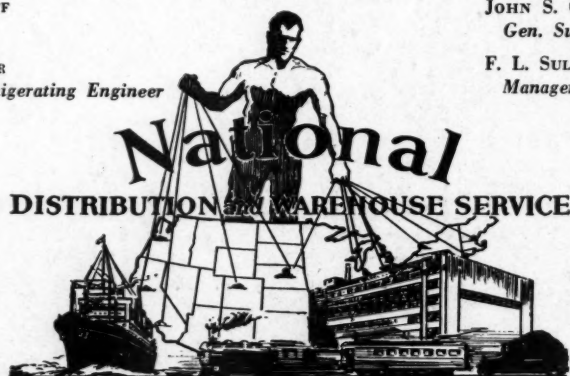
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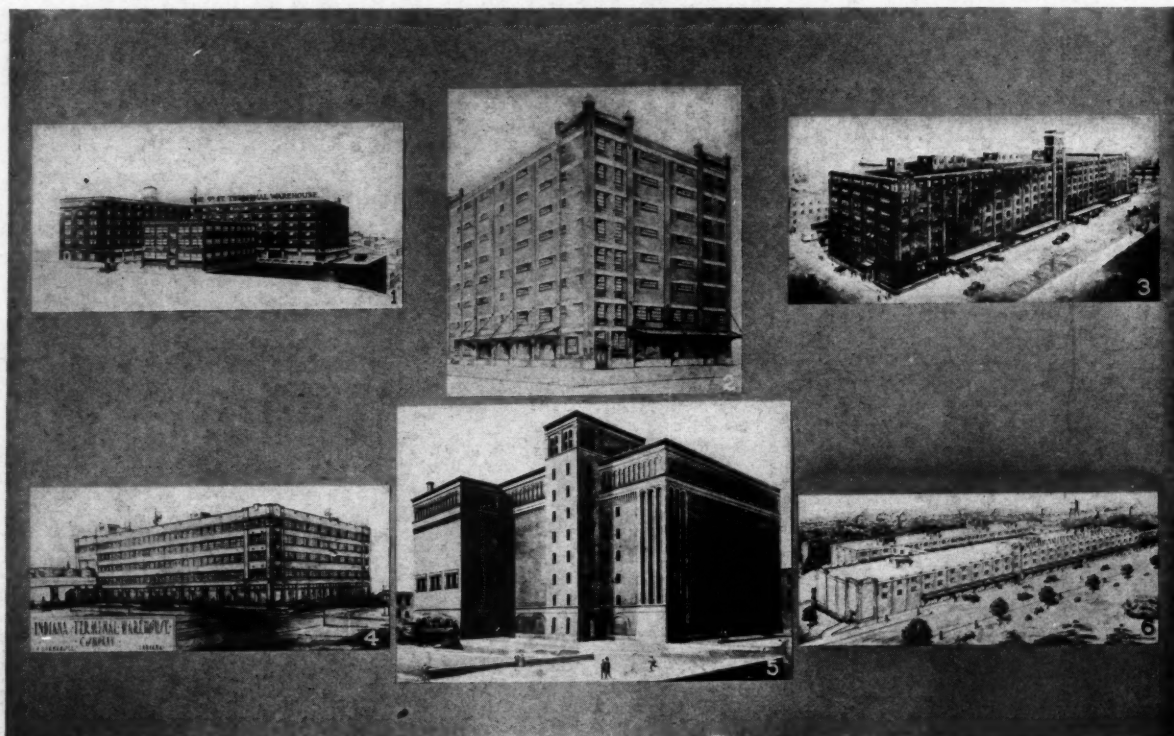
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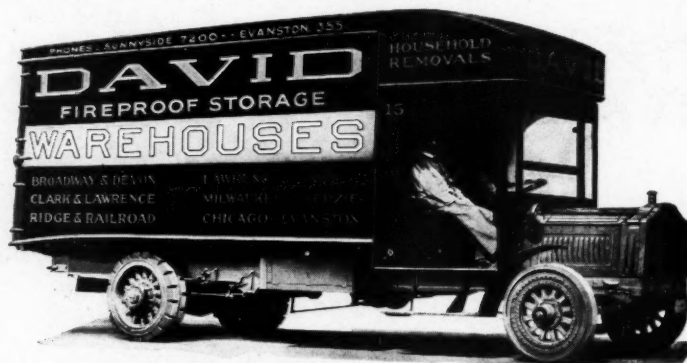
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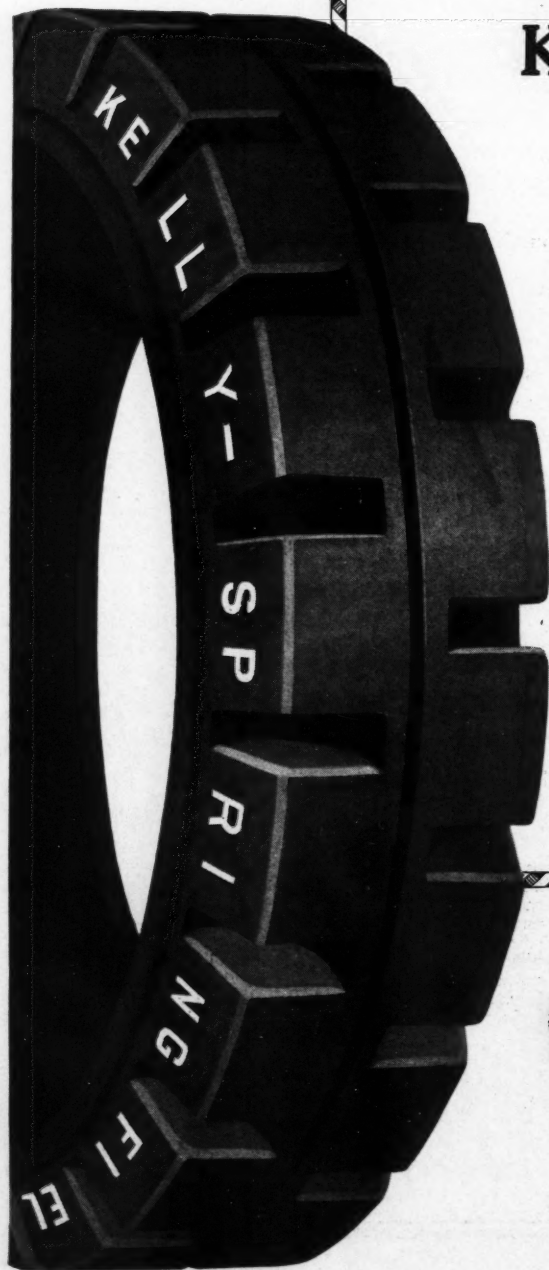
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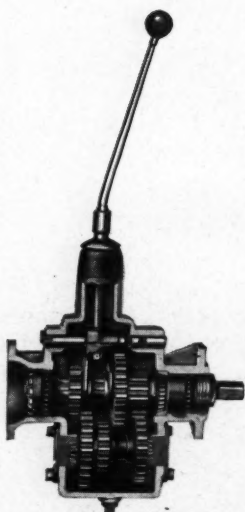
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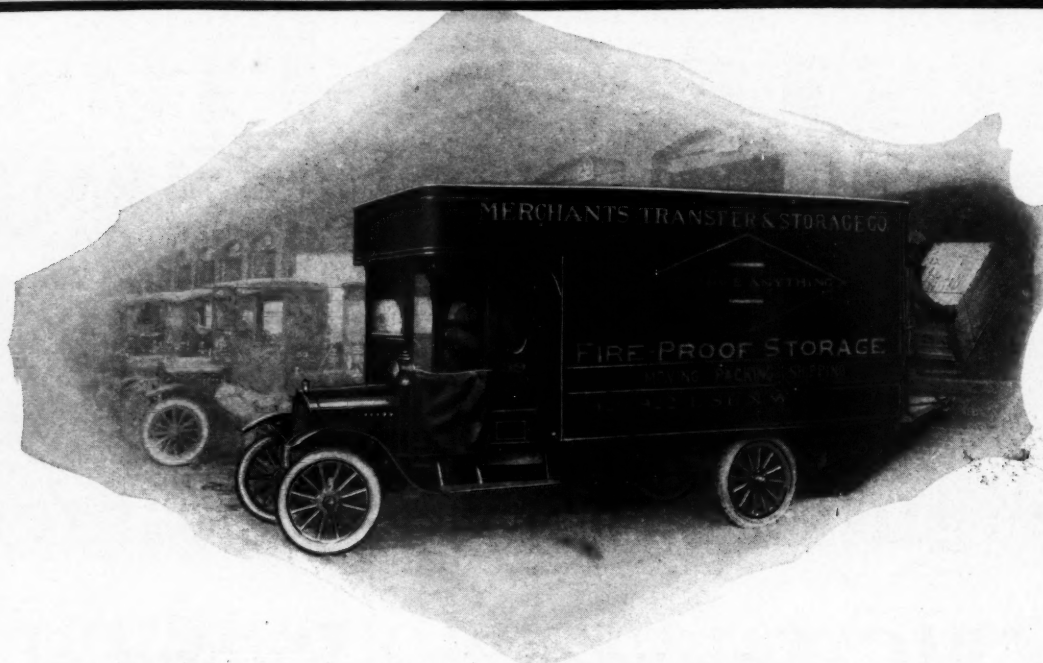
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No. 5

Freight Rate Readjustment Subject of Referendum

*Special Committee on Transportation of National Chamber
Urges Action. Question Is Before Country's Com-
mercial Organizations for Vote*

AMONG the subjects of interest to both warehouseman and shipper which will be on the program of the annual convention of the Chamber of Commerce of the United States in Cleveland on May 6-8 is "Readjustment of Relative Freight Rate Schedules."

Such readjustment, rather than a general reduction of all freight rates, is favored by the Special Committee on Transportation which Julius H. Barnes, the Chamber's president, appointed early in 1923 to consider this and other subjects dealing with the railroads, highways and motor transport, terminals, store-door delivery, waterways and kindred transportation fundamentals.

It will be recalled that the sub-committee on readjustment of relative freight rate schedules—a committee which includes, as warehousing's representative, P. L. Gerhardt, vice-president of the Bush Terminal Co., New York—last November submitted to Mr. Barnes a report declaring that careful consideration had shown that the revenue derived by the carriers from less-than-carload traffic was "unduly low" as compared with that obtained from carload traffic, and that a readjustment of class rates, including the less-than-carload rates, "should re-

sult in a measurable increase in total revenue" for the carriers.

That report by the sub-committee of which Mr. Gerhardt is a member was in line with recommendations which the American Warehousemen's Association made to the Interstate Commerce Commission, some months previously, to the effect that an increase in freight rates on less-than-carload traffic would result in a larger volume of full carload shipments and consequently greater revenue for the railroads.

The final report of the Chamber's Special Committee on Transportation—embracing the recommendation for a relative readjustment of freight rate schedules—has been made part of a Chamber of Commerce referendum, No. 43, which the Chamber in March submitted to its National Councillors, including those representing the American Warehousemen's Association and the Central Warehousemen's Club. This final report is published herewith on pages 9 and 10, together with "arguments in the negative," which also are part of Referendum No. 43 circulated to the National Councillors.

The Background

THE Chamber's board of directors, in authorizing submission of this and other transportation recommendations to referendum, neither approves nor disents. The purpose of the referendum is solely to ascertain the opinions of the commercial organizations which are the Chamber's members—whether they are

for or against the recommendations. Only votes by the member organizations can commit the Chamber for or against any recommendation.

The period of voting on the various recommendations submitted in Referendum No. 43 will expire just prior to the holding of the Chamber's Cleveland convention, and the various transportation

subjects will be considered at the convention. The recommendation relating to relative readjustment of freight rate schedules is No. VII in the referendum. There are, in all, fourteen recommendations on which the National Councillors are asked to vote, and in the referendum each of the fourteen is accompanied by a series of "arguments in the negative."

The fourteen recommendations are as follows:

I. National Transportation Policy. "The Committee recommends that the national transportation policy should aim at development and maintenance of an adequate system of rail, water and highway transportation, with full cooperative service of all agencies that will contribute to economy and efficiency."

In the negative argument it is set down in the referendum that "it may, however, well be questioned whether private initiative and the free play of economic forces will not produce a sounder development than can be had by any attempt to work out in advance a comprehensive policy on theoretical bases."

II. The Transportation Act, 1920. "The Committee recommends that the important principles of the Transportation Act of 1920 should be continued without change until there has been further experience."

As a negative argument the referendum advances:

"The underlying principles of the Transportation Act are wrong, being based on the conception that transportation should be subjected to a regulation which the Supreme Court has called a fostering guardianship instead of regulation to prevent unreasonable rates and to stop discrimination. Under the earlier regulation the railroads were protected by their constitutional rights against confiscatory rates, and the public was protected against unreasonable rates. Out of the rates coming between these extremes a good part of the larger transportation system in the world has been constructed."

It will be recalled that at the recent Houston convention the American Warehousemen's Association adopted a resolution endorsing the Transportation Act and opposing "any amendment at the present time."

III. Recapture of Excess Earnings. "The Committee recommends that the principle of recapture of a fair proportion of excess railroad earnings should be maintained in the public interest as essential to the rule of rate making."

The negative argument on this question reads:

"While the Supreme Court has decided in favor of the constitutionality of the recapture provisions of the Transportation Act, it does not follow that those provisions constitute a sound policy. To take from one business enterprise part of the results of its energy, of its economy, or even of the favorable circumstances which it may have created or taken advantage of through exercise of foresight and energy, in order to permit of such rate regulation as will be more favorable to other business enterprises than would be possible without the recapture provision, is paternalistic."

IV. Supplementary Legislation to Facilitate Railroad Consolidation. "The Committee recommends supplementary legislation in harmony with the general principles of the Transportation Act to facilitate consolidations by voluntary action subject to the approval of the Interstate Commerce Commission."

In the negative it is held that "in view of all the uncertainties governing any stimulated consolidation, it is believed to be safer to leave the further grouping of the railroads to their own initiative and the processes of natural evolution."

Terminals

V. Joint Use of Terminals. "The Committee recommends that the policy of connecting and coordinating terminal facilities, with provisions for joint use prescribed by the Interstate Commerce Commission, be applied as rapidly as practicable."

The negative holds that "the suggestion that individual railroads should open to other carriers terminal facilities which

The negative says:

"The Committee assumes that an elaborate system of regulation of railroads is necessary, but does not give any adequate reasons. On the other hand, it does not take into account the interference with private rights and desirable initiative which such regulation would entail."

VII. Readjustment of Relative Freight Rate Schedules. The Committee's report and the negative arguments are set down in full on pages 9 and 10.

Waterways

VIII. Comprehensive Plan for Waterway Development. "The Committee recommends that Congress should direct the Army engineers to make a comprehensive survey and present a definite plan and schedule or priorities for waterway development."

The negative argument given is that, "while the Committee recognizes that our inland waterways are carrying little more traffic than twenty-five years ago, its report does not show how insignificant a portion of the total commerce of the country is carried on these waterways." Were such a nation-wide survey as the Committee recommends justified, the negative declares, it "should not be assigned to a body of technical engineers who have been engaged in the design and construction of particular projects and have had little commercial experience," but preferably to "a board or a commission of business men and transportation experts, with suitable engineering experience."

IX. Mississippi-Warrior Barge Lines. "The Committee recommends that, to determine more fully the possibilities of inland waterway transport under private operation, and thus enable the Government the sooner to dispose of the lines, the Secretary of War be given authority and funds to continue operation of the barge lines on the Mississippi and Warrior Rivers, in accordance with good commercial practice."

The negative side concludes:

"Operation by the Government of such a large scale enterprise is undesirable, producing a competition with private operators which the latter are unable to meet, and effectively driving private lines from the routes covered by the Government service."

X. Development of Waterway Service. "The Committee recommends that waterways service, including through rail-and-water routes and rates with suitable divisions of rates between the two types of carrier, be facilitated by public and private agencies wherever economically warranted and in the public interest."

The negative alludes to a statement by the Committee to the effect that "to bring about a large use of inland waterways, a cooperative effort of public authorities, business enterprise and the shipping public is required," and says that that statement "shows that the Committee's proposal is contrary to natural tendencies and unlikely to be either feasible or profitable." The negative adds that, "if waterway service were desirable,

(Continued on page 10)

THE INVESTIGATION BY NATIONAL CHAMBER

THE various phases of the transportation industry which the Chamber of Commerce of the United States has had under way during the past sixteen months are of interest to the public warehouse industry and to the shippers.

The special committee appointed by President Barnes of the Chamber to conduct the investigation has completed its report, and its recommendations have been submitted, in the form of a referendum, to the commercial organizations which are the Chamber's members. Voting concludes just in advance of the Chamber's annual convention, in Cleveland early in May, and "Transportation" will be an important topic on the convention program.

The special committee's recommendations are here set down in full, together with negative arguments as published in the referendum. The subjects covered include freight rate readjustment, the Transportation Act of 1920, terminal facilities, railroad regulation, waterway development, store-door delivery, motor common carrier regulation and highway maintenance.

they have established at important traffic centers is a threat against the preservation of competition," and that "to do this would tend to discourage individual effort and initiative by depriving such railroads of the fruits of their enterprise, superior judgment, foresight and the advance provisions that they may have made for the growing needs of their traffic in such localities."

VI. Railroad Regulation by Administrative Agencies. "The Committee recommends that, in place of any attempt to deal with rates and other problems of regulation of common carriers through legislation—necessarily inelastic—such problems be handled by properly constituted Federal and State administrative agencies."

Text of Chamber's Transportation Committee Report Favoring Readjustment of Relative Freight Rate Schedules

RAILROAD rates in the United States are not, as a whole, unreasonably high, either as compared with pre-war rates in relation to general price levels or as compared with foreign rates, and yield a return considerably below that which the Interstate Commerce Commission has determined as fair. They do not as a whole hinder the processes of production or distribution. The present problem is one of a better adjustment of relative rates—not a general reduction of all rates. Great economic changes incident to and resulting from the war have added to previous disparities, which render a readjustment of relative freight rates of real importance.

A survey of rates discloses a great lack of uniformity, as between either classes or products or regions, and some unreasonable disparities exist. In the readjustment of freight rates, consideration must be given to basic principles of rate making and to the particular conditions affecting each type of business.

It appears to be a matter of common agreement that a readjustment of freight rates, both class and commodity, where such readjustment has not already been made, should tend to produce an increase in vital revenues, the application of which increase to needed reductions in other rates would serve a very direct public interest. The amounts that may be involved in such readjustments, as affected by class rate revisions, would be limited because of the relatively small volume of the business concerned, but would be augmented through the correction of such commodity rates as may be found to be unduly low.

Any such readjustment will of course be subject to careful determination by the Interstate Commerce Commission and will doubtless be limited, on the one hand, to articles which by reason of their value can bear an increased burden and, on the other hand, to those articles on which the reduction of rates thus made possible will be to the greatest benefit of the public.

The technical, as well as the delicate, nature of the questions involved in rate readjustments is apparent. Through the interchange of views between carriers and shippers, coupled with investigations by the Interstate Commerce Commission, some progress toward the correction of the inequalities and disparities mentioned is being made. While these are the only methods that will produce sound results without unsettling business conditions during the process, there is urgent need for extensive adjustments of this character. Revision of rates in three important sections of the country is now in progress. The public interest demands that this task be discharged by existing agencies in pursuance of established methods, but that it should be prosecuted with the greatest possible dispatch.

Committee's Recommendation

The Committee believes that the present situation demands a readjustment of relative freight rates rather than a general reduction of all freight rates; and recommends that such readjustment be prosecuted by the existing agencies in pursuance of established methods with the greatest possible dispatch.

Here Are the Arguments in the Negative

THE authority of the Interstate Commerce Commission to determine the value of the carrier's property, to decide on what shall be a fair return and to pass upon the fairness of rates, constitutes an infringement upon the power of the Courts, while its authority to control capital issues and expenditures is an equal infringement upon the power and discretion that should be in the hands of the railroad management which should be solely responsible for the success or failure of the railroad enterprises.

To place such a large measure of control of the vitally important agencies of transportation in the hands of administrative commissions would tend to deprive the people of the right to decide these important questions of national or State policy through their elected representatives. Commission action applied to specific cases often fails to meet public need and the direct remedy obviously is through the legislative authority.

The Committee's suggestion for the improvement of the efficiency of the Interstate Commerce Commission by regional organization or otherwise is a frank recognition of the serious difficulties, if not the impossibilities, of satisfactory handling by an administrative commission of the multitude of duties with which that Commission is charged. Any attempt to enlarge the Commission or give it a regional organization would involve great danger of further extending its regulatory activities, making them more complicated, rendering its work less effective, and placing upon the public still heavier charges for the costs of this overhead administration.

That the railroads have been receiving a return below that which the Interstate Commerce Commission has determined as fair does not prove that railroad rates in the United States are not, as a whole, unreasonably high. Any such assumption overlooks the all-important element of railway costs.

There are many opportunities for reducing railway costs by various obvious measures, notably through a reversal of the policy with regard to railroad labor that has been in effect since the passage of the Adamson Law, through needed action to reduce the price of coal, and through reduction of the heavy taxation imposed upon the carriers under the prevailing public policy. Until railroad costs and rates have been reduced there cannot be a return to normal conditions in many lines of production and distribution, and until such return to normal is accomplished these processes will inevitably be hindered.

The Committee's suggestion that the reasonableness of rates should be judged by comparison with pre-war rates in relation to commodity prices is one which, if given general application throughout the economic structure and pursued to its logical conclusion, would effectively prevent a return to a more normal relation of prices to the fundamental units of value as fixed by the gold standard. A contrary policy should be followed by taking advantage of every opportunity in the various economic fields to bring back prices to normal levels and thus restore healthy conditions.

Similarly, there is little weight in the Committee's sug-

gestion that comparison with foreign rates is favorable to the American railroads. The great difference in physical conditions, length of haul, types of equipment and operating practices constitutes a great natural advantage to the American railroad, and the American public is entitled to have these advantages reflected in the lower transportation costs necessary to the continued development of the country. The rate situation must be viewed on its merits rather than in relation to any former or outside standards.

Though the rate structure of this country may not be founded on theories acceptable to the academic mind trained in mathematic formulas, it rests on a basis of experience and embodies the practical results of competition. There may be many rates that ought to be corrected, but the fundamental fact is that they were made by business men and made to move goods. If this basis of competition were abandoned and a cost-of-service basis substituted with disregard of the value of the service and what the traffic will bear, it would not only involve danger of substantially increased rate levels, but also diversion of tonnage from the railroads, isolation of industry, relegation and limitation of commercial and industrial centers to their own back-yard territory, and consequent loss of revenue to the railroads.

If a revision in the freight rate structure were desirable from any point of view, the present would be a bad time to make it, because of the uncertainties of the existing business situation. The revision of the rate structure would cause disruption of business as between different localities. It would change the relationships between the various cities. It would work detrimentally against business as a whole and against different communities.

The rate structure, as it is, moved last year by far the

greatest volume of traffic ever handled by our railroads, and there appears to be no demand on the part of the shipping public for a general revision of rate relationships. Rates should remain as they are until a sufficient time has elapsed to show beyond a doubt what ought to be done with them. If there is one thing worse than rates that are too high, it is a policy of continually tampering with them.

The Committee itself, while proposing certain rate readjustments, admits that the amounts that may be involved would be limited because of the relatively small amount of business concerned. There is, however, danger in the Committee's proposal because it may tend to give rise to hopes in the minds of certain classes of our people, particularly the agricultural class, that the readjustments might materially reduce freight rates on the products in which they are interested. Such hopes would be illusory, especially in view of the fact that in many cases the railroads handling this agricultural traffic are dependent to a large measure upon it for their revenues and any material reduction of these rates would throw them into receivership.

While the Committee in its report emphasizes the technical and delicate nature of the questions involved in rate readjustments, and suggests that they be made by the existing agencies in pursuance of established methods, it nevertheless goes on to propose expedited action. Such action, however, in dealing with such sensitive adjustments, would inevitably unsettle business conditions, and the only safe method is to leave the entire matter of readjustment of freight rates to individual action before the properly constituted regulatory commissions.

Readjustment of Freight Rates Urged by National Chamber's Special Committee on Transportation

(Continued from page 8)

private initiative would long since have developed it on a large scale."

Store-Door Delivery

XI. Optional Store-Door Collection and Delivery. "The Committee recommends that optional store-door collection and delivery with reasonable and separately itemized charges in the published tariffs be established as rapidly as practicable by agreement between carriers and shippers, beginning at the centers of greatest congestion."

The negative says:

"Store-door collection and delivery has been in effect in at least two American cities in the past and has been abandoned. It is today available in certain large shipping centers in the United States, but is comparatively little used. If it were as desirable both for the railroads and the shipping public as indicated by the Committee, it is fair to assume that they would not have allowed it to be abandoned or fall into disuse."

XII. Motor Transport as an Auxiliary to the Railway Service. "The Committee recommends that wherever experience indicates that it will be in the public interest, regulatory bodies should facilitate the utilization of motor transport to replace uneconomical forms of rail service, to relieve yard and terminal

congestion and to extend existing steam and electric railway service."

The negative says:

"Some forms of rail service, both within and without the terminal area, while possibly uneconomical, are indispensable and cannot be eliminated. Many businesses and industries have located their plants on rail lines and are dependent on the continuous and completed rail service they are now enjoying. Any proposed substitution of motor service to such plants would, in many cases, be impracticable on account of the lack of hard-surfaced streets, highways and approaches. Besides this, there is a large investment in transfer facilities especially built to handle shipments into and out of railway cars which could only be made applicable to service utilizing the motor truck by the expenditure of amounts of capital so large as, in many cases, more than to offset any possible economies through such substitution."

Common Carrier Regulation

XIII. Regulation of Common Carrier Vehicles. "The Committee recommends that the rates and services of motor common carriers, both freight and passenger, should be subject to regulation by the State and Federal Commissions

which have jurisdiction over the operation of other common carriers having particularly in view insuring to the public adequate, economical and continuous service."

The negative holds that "the full scope of motor transport has not yet been determined," and that "any attempt to regulate its operation would greatly check its development, if it did not prove fatal, just as excessive regulation has in the past greatly hampered regulation of other carriers." The negative adds: "The inevitable results of competition through the elimination of small and incapable motor operators is merely an incident in the development of a stabilized and healthy condition of the trucking industry. Any attempt to retard the working out of natural tendencies will delay the establishment of this industry on a sound and permanent basis. Free competition affords the public the best opportunity for low rates and attractive service."

XIV. Maintenance of Highways. "The Committee recommends that, in addition to bearing an equitable share of the general tax burden, the road users should pay the entire cost of maintenance of highways through special taxes levied against them, such special taxes being applied exclusively for that purpose."

The negative holds:

"The Committee's recommendation is a compromise and is satisfactory neither to those who feel that road users should pay not only for the cost of maintenance of highways but also for their construction, nor to those who hold the opposing

view that the public highways should be both constructed and maintained by the public which provides other facilities for free public use—such as schools, parks, etc.—and, notably, in the field of transportation, pays for the improvement and maintenance of our navigable inland

waterways. According to this latter view, the owner of the motor vehicle has made his fair contribution to the public budget when he has paid the taxes on his property, his business and his income."

Here Are Some

Relative Cost Figures on Operation of Moving Equipment:

1. Two-Horse Drawn Van
2. Five-Ton Electric
3. Four-Ton Gas Truck

By W. S. CONKLIN,

Manager, Jackson Storage & Van Co., Chicago

WE are not trying to sell you any equipment, either horse drawn or electric or motor driven. We have endeavored to take our viewpoint not from the eyes of a truck salesman or a horse dealer but from the standpoint of a moving company which has only service to sell to the public.

The figures used are from actual experience, taken together with average costs of other concerns, and are all compiled after the methods used by the rate committee of

the Illinois Furniture Warehousemen's Association. In some instances the findings of the committee were used, and we are grateful to the committee for this information.

We have compiled a chart showing our findings on a comparative basis between:

1. A 2-horse drawn van.
2. A 5-ton electric moving van.
3. A 4-ton gas motor moving van.

These figures are exclusive of driver and helper costs.

Horse Drawn Van

WE will consider first the table covering the two-horse drawn van. Quite a lot can be said as to the conditions under which this equipment operates, such as length of haul, upkeep necessary every day in the year, speed with which ground is covered, and so on.

Our table, however, is based upon the actual use of team and van for an average period of 150 days throughout the year. We believe this to be a fair figure, as there are many days when the team is not out on the job, as well as short jobs which they do. We might add here that a certain concern in Chicago has one team that worked every working day for sixteen years, without missing once. While this is quite a record, still it goes to show that horses are very dependable.

The accompanying cost sheet covering the horse-drawn van will undoubtedly

TABLES FOUNDED ON EXPERIENCE

THREE types of equipment—the horse, the electric van and the motor truck—each has "its place" in the moving industry. This is conceded by men who have made intelligent inquiry.

Here are presented actual figures based on the experience of a Chicago warehousing firm—the Jackson Storage & Van Co.—covering all three types.

An impartial article is presented on these pages by Mr. Conklin, manager of the Jackson company. Study his tables and get a broader comprehension of the problems involved.

need somewhat of an explanation. The item of investment was considered from the standpoint of buying a real fine team, new harness and a new van. We must remember, however, that there are plenty of good vans on the market today which can be purchased for \$200 or less. Such an old van with a coat of paint and a little repairing will put up nearly as good an appearance and do the same work as a new one. With our own company we have vans that do not owe us a cent and are still good for several years to come.

For the sake of comparison we will let the investment stand at \$1,920.

The item of depreciation has been given what we believe to be a fair and even break, as statistics will prove the life of an outfit. Many of our vans have been in service from fifteen to twenty years, and some even longer, and they still look nearly as good as the day they were purchased.

Interest is taken on one-half the investment, which is surely a fair way of figuring, as depreciation is accountable for this item.

Rental for team and van at \$40 per month is double that amount set aside for motor equipment. As a rule, operators get along with far less expense on this particular item.

Insurance is of much importance, and the figures shown here are only those essential and necessary for proper protection. The rates used are from the insurance manual, but vary in different localities. Each progressive operator anxiously awaits the day when his own local organization will handle this insurance, thereby reducing the charge.

The city vehicle tax is purely a local proposition.

Painting, washing, greasing, and so on, are figures taken from several years of experience, but we believe that a liberal allowance has been made.

On the item of feed there will undoubtedly be some argument. To simplify matters, we have taken all of the various grain, and so on, as well as hay and other rough feeds, under one head, and figured them at 21 pounds and 18 pounds per horse per day respectively. As a matter of fact, the American Express Co. has given us a cheaper figure on the feed, but our horses are larger, so the foregoing figures should not be unfair.

The question of barn help is one of much debate, but we have a barn man who does other work than just caring for horses. The amount of barn help we have to pay for is more than offset in the case of motor truck by the time the drivers spend on their machines in slack sessions. We do not lay off our drivers when business is dull.

The charges so far in our table figure to a total of \$8,779 per day over the 150-day period.

Other charges, such as shoeing, veterinary and wagon and harness repairs, increase this cost to \$10,346 per day.

If this is brought down to a 307-day working basis, there would be an actual outlay of \$5,055 per day, expense, exclusive of driver and helper.

Electric Moving Van

IN considering the table covering the electric motor van we will endeavor to explain each item as it appears.

The investment exclusive of storage battery and tires, which items are handled separately, represent about \$5,875.77.

The tires and storage battery are valued at \$1,950.

Depreciation has been taken over a period of fifteen years, or of 100,000 miles, which, when brought down to the 150-day basis, figures 44 4/10 miles per day actual use.

Interest is figured on the same basis as the horse-drawn equipment, except for additional liability which is required. The insurance rates are taken from the manual, and these will vary somewhat according to the amount carried. However, an average premium is considered in this comparison.

License fees are made up of the city vehicle license, together with the State

license. This also would vary, according to where the machine is operated.

Painting and washing are more or less estimated, but we have tried to put away a sum sufficient to take care of this.

The repair reserve is based upon an average cost to a number of operators over various periods of service.

Garage rent of \$20 per month should take care of space storage, as many operators will be very glad to rent out the same space at \$20 per month if they did not need to have it for their own equipment.

The battery renewal is a real item in the operation of an electric van. A guarantee policy of five years' service is given with each battery and is to be adjusted on that basis. However, a trade-in is possible, worked out on a percentage allowance.

We now have the figures amounting to \$12.0337 per day, which pretty well represents the total of fixed charges.

Running charges, of course, are based upon operation. The repair of the electric is very low; in fact, the claim is made that it is far below the figures used here. Oil and grease are almost extinct. The proportion of use between the electric and gasoline motor is less than ten to one. It is conceded that the tires will outrun 15,000 miles of service, but we will try to be conservative and use that figure. The electric current in our experience is higher by far than in the case of an operator with twenty trucks (electric), and therefore we are penalized in our figures on account of this condition. We are informed, however, that a fleet of electrics would cut the current cost to about 5 cents per mile.

Gas Motor Moving Van

THE same outline is followed, in compiling the table covering the gasoline motor truck, as in the case of the electric.

A slight difference in the investment changes the depreciation and interest amounts.

The life of this machine is figured at seven years, based on 150 days' use per year, covering a distance of 50 miles per day.

Insurance is higher on the gas car, and the figures here, as in the case of the other rates, are from the insurance manual, less a slight figure for experience.

License, painting and washing are the same as for the electric car.

Chassis overhaul is figured at two-thirds of the electric, with lubrication, inspection and so on, as a separate charge. In the case of this machine there is no storage battery to be depreciated separately.

Garage space is figured the same as in the case of the electric.

We now have a total fixed charge of \$15.3285 per day over the 150-day period.

In the running charge, the item of repairs is the figure given us by the cost committee of the Illinois Furniture Warehousemen's Association.

Gasoline and oil are figured at current prices, based on the consumption at the rate of 4 miles per gallon and 100 miles per gallon, respectively.

Miscellaneous running supplies is also a figure furnished us by this same committee.

Tires are depreciated on the 12,000 miles basis; where a little care is exercised, many more miles can be gotten. We are really getting more mileage than this out of our tires, but these figures are conservative.

Conclusions

WITH all these figures now covered we wish to draw our own conclusions based on these comparisons. Any statement made in this article is not with the idea of casting an unfair light on any one class of equipment. We believe there is a place for each of the foregoing outfits. It is simply a question of good judgment in selecting requirements.

Short hauls, in our estimation, should be handled with the horses, as we find them to be very satisfactory, not only to ourselves, but to the customers, who come first.

Figuring two jobs per day, of nine hours each, the loading and unloading would consume about 7 hours. Moving rates in Chicago are by the hour for loading and unloading, plus traveling time by mile, so there is no great advantage in having a great number of miles to travel.

Daily returns from this sort of job net more by using horses than motor driven vans. In this connection a great many operators have spoiled their own local business on account of sending a team and van on a job hauled 6 or 7 miles, from the point of service if nothing else.

Then, in handling goods to and from the freight houses, we find it very satisfactory to use horses. Furthermore, much much time is lost around the freight station, and it is far better to have the cheaper cost rig standing idle than the high priced motor van.

Another point to be considered is the fact that every day the sizes of flats are getting smaller, and a job of more than five rooms is out of the ordinary. Under this condition it is not necessary to have a real large motor van for this size job.

A van body on a small truck does not seem practical on account of weight, but the customer wants a van, so our firm sends horses.

The electric truck is very useful to us for hauls up to 20 or 25 miles, and further, in some cases, where road conditions are good. The ease of operation, cooling system, ignition system, transmission chains, sprockets, clutch, carburetor and reciprocating engine surely place this outfit on a plane by itself.

There are many other features to this equipment, but as we are not in the automobile truck sales business we will not go into detail.

Much advertising value has been given us as to the construction of the body, especially as to the way the windshield is taken care of, this being a circular piece of plate glass used in place of the ordinary type. It gives a better range of vision and completes a real body.

We also have an electric flashing sign

AT the right are cost figures based on experiences of the Jackson Storage & Van Co., Chicago, in the operation of three types of equipment—the horse-drawn van, the electric moving van and the gasoline motor-driven van.

in the front, just above the cab, which can be seen for a great distance at night.

We can say that our experience with this type of equipment has been very pleasing.

The gasoline motor van will always have a place in the moving industry.

Long distance moving requires this equipment and, so far, there is nothing to replace it in the eyes of the public.

Our van bodies are specially designed for the cars on which they are used. We do not find that changing van bodies from an old chassis to another one is very satisfactory in the long run, although many operators do this.

Certain kinds of work require the gasoline van, but we firmly believe that it will not put the horse-drawn van out of business.

In closing, we again wish to emphasize that we have not attempted these comparisons with the idea of encouraging or discouraging any kind of equipment. Our ideas are our own, and if any benefit to anyone can be derived, then we are pleased to submit these figures. We are absolutely sold on horse-drawn equipment for short hauls, freight work, and so on.

We feel that each kind of equipment has its place; but, after all is said and done, it is a question to be solved by sound judgment, remembering that the moving industry caters to the general public.

What the public wants we must have, if we can do so at a fair profit.

D. V. Murdoch Honored

D. V. Murdoch of the Murdoch Storage & Transfer Co., Pittsburgh, has been elected first president of Pittsburgh's new Presidents' Round Table, made of three members of each of the city's civic organizations. The membership exceeds 650 business men. Mr. Murdoch is a past president of the Kiwanis Club of Pittsburgh.

New Longview, Cal., Plant

A two-story warehouse, 100 by 115 ft., is being erected at Hamlock Street and Twelfth Avenue, Longview, Cal., by W. H. Newcom, who has organized the A. B. C. Warehouse & Transfer Co. Merchandise will be stored and distributed and household goods will be stored and transported. Adjoining property has been purchased for expansion if business warrants.

Chemical Storage Company

The Albion Warehouse Co. has been organized in New York City to store chemicals. Capitalization, 50 shares of common stock with no par value. The incorporators are M. L. Freed, W. E. Russell and H. M. Hart.

Horse-Drawn Vans

INVESTMENT:

Cost of team	\$700.00
Harness, etc.	220.00
Complete van	1,000.00

Total to be depreciated \$1,920.00

	Per Day
Depreciation on teams and harness (12 years, 150 days)	\$ 0.511
Depreciation on van (30 years)	0.222
Six per cent interest on one-half investment	0.384
Barn rent and van shed space (\$40 per month)	3.20
Insurance (fire)	0.16
Insurance (liability and property damage)	0.293
City license (vehicle tax)	0.067
Painting	0.75
Washing	0.50
Feed { 42 lb. grain at 50c. (mostly oats, per team { 36 lb. hay and rough feed at \$25 per ton per team }	2.692

\$ 8.779

Variable Costs

Shoeing (\$120 per team per year)	\$ 0.80
Grease, replacements to van, etc.	0.20
Veterinary (\$10 per team per year)	0.067
Wagon and harness repairs	0.50

\$ 1.567

GRAND TOTAL COST PER DAY FOR TEAM AND VAN, \$10.346

Electric Moving Van

Fixed Charges Per Day

INVESTMENT:

Chassis, cab and body, freight and tax, less value of tires and storage battery	\$5,875.77
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Depreciation (15 years, 2250 days, 100,000 miles, figured on 44 4/10 miles per day)	\$ 2.6115
Interest, 6 per cent on one-half investment	1.5642
Insurance (fire, theft, coll., \$100.00 ded.)	0.574
Insurance (public liability)	0.45
Insurance (property damage)	0.20
License (city, \$30; State, \$100)	0.867
Painting	1.00
Washing	0.50
Chassis overhauled (repairs, etc.)	0.60
Battery renewal (5 year guarantee)	2.067
Garage at \$20 per month	1.60

TOTAL FIXED CHARGES PER DAY \$12.0337

Running Charges per Mile

Repairs	\$ 0.005
Oil and grease	0.00075
Tires (15,000 miles)	0.0267
Electric current	0.0839

TOTAL RUNNING CHARGES PER MILE \$ 0.11635

Fifty miles a day, plus fixed charges, amounts to total of \$17.8522

Gasoline Motor-Driven Vans

Fixed Charges per Day

INVESTMENT:

Chassis, cab and body, freight and tax, less value of tires ..	\$6,867.96
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Depreciation (7 years, 1050 days, 50 miles per day)	\$ 6.5409
Interest 6 per cent on one-half investment	1.4536
Insurance (fire, theft, coll. & \$100 ded.)	1.30
Insurance (public liability)	0.60
Insurance (property damage)	0.267
License (city \$30, State \$100)	0.867
Painting	1.00
Washing	0.50
Chassis overhauled	1.00
Lubrication, inspection, adjust, etc.	0.20
Garage at \$20 per month	1.60

TOTAL FIXED CHARGES PER DAY \$15.3285

Running Charges per Mile

Repairs	\$ 0.0147
Gasoline, 20c per gallon, 4 miles to gallon	0.05
Oil at 75c per gallon, 100 miles to gallon	0.0075
Running supplies	0.009
Tires (12,000 miles)	0.0316

TOTAL RUNNING CHARGES PER MILE \$0.1128

Fifty miles per day plus fixed charges amounts to total of \$20.9685

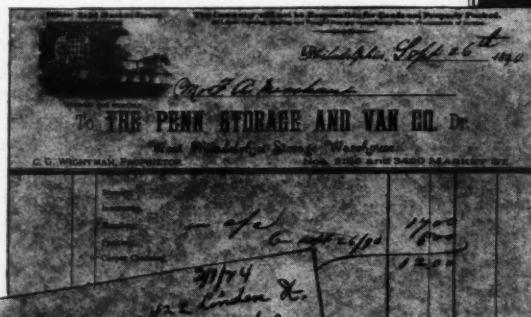
Distribution & Warehousing's Pictorial

At Long Beach, Cal.

To right: Imposing main entrance of new depository of City Transfer & Storage Co.

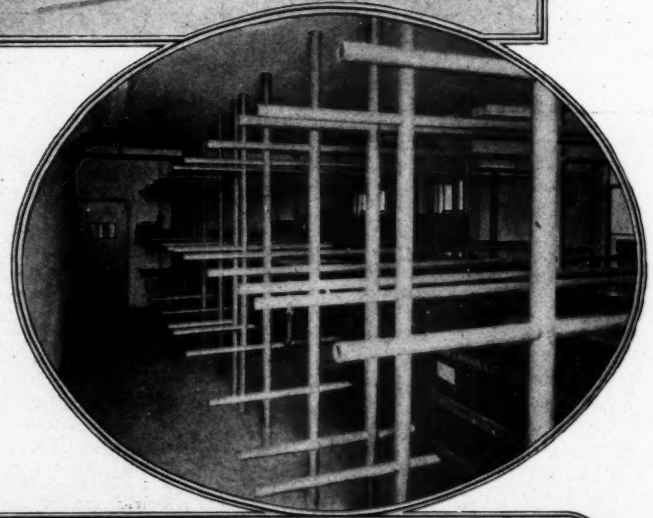
Deferred Payment

Below: A storage bill due Sept. 26, 1890, is paid Feb. 29, 1924. For story, turn to page 32



Sept 26th 1890
Mr. A. J. London &
London, N.Y.
The Penn Storage and Van Co.
Dear Sirs;
The enclosed bill could not be paid at the time, and my husband did not long after he passed away. Now to pay some old accounts, and I hope the enclosed check with bank interest will be satisfactory to you.
Respectfully yours
Annie M. Marchant
Feb. 29, 1924

Marchant's Trust Company, No. 417
London, N.Y. Feb. 29, 1924
Pay to the order of Penn Storage and Van Co. \$1.00
Twenty-five and no/100 Dollars
Annie M. Marchant



A Modern Trunk Room

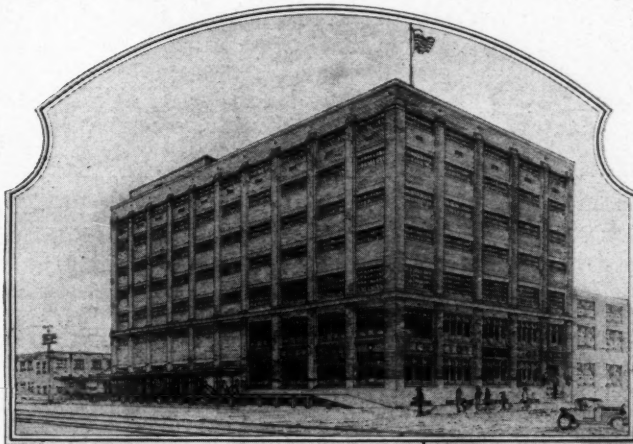
How the Bekins Fireproof Storage, Portland, Ore., tiers trunks instead of piling them

Merely Californians

Posing in the flashlight at the Houston convention of A.W.A.-N.F.W.A.-C.W.C.

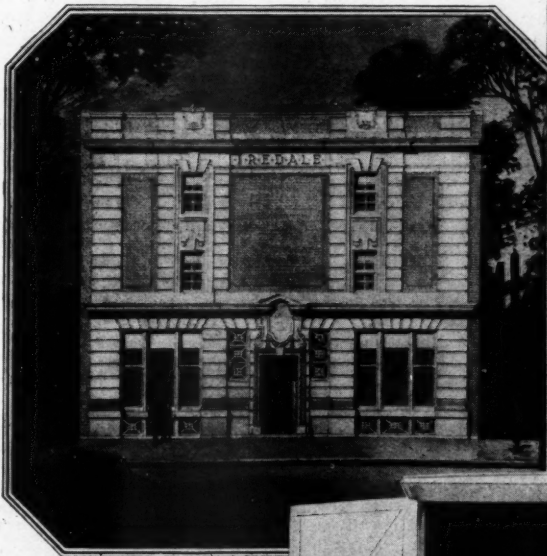


Review of the New and Interesting



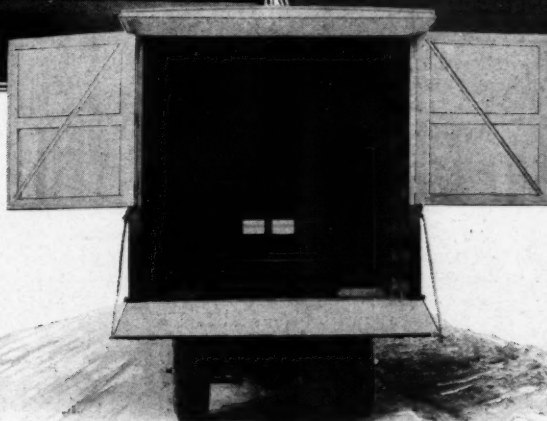
"Bill" Ford's New Home

Above: Proposed "Katy" Warehouse, Dallas, to be occupied by Interstate Forwarding Co. For story, see page 36



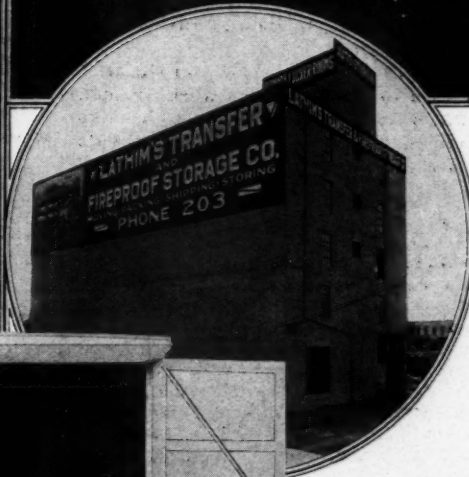
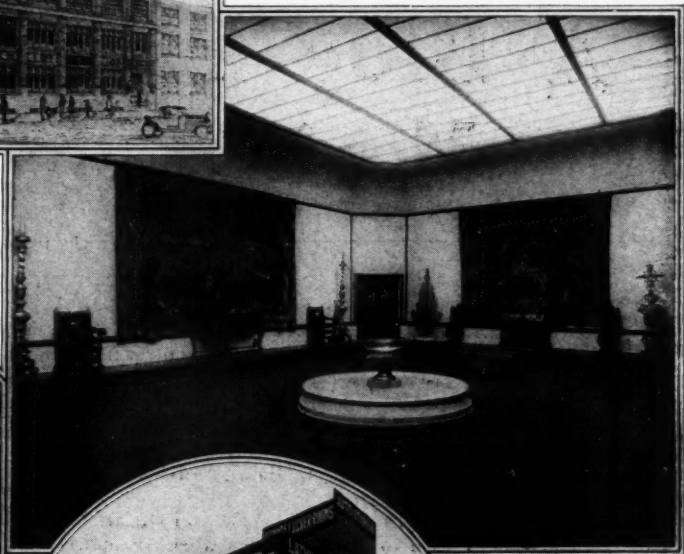
Iredale Builds Again

New household goods structure at Highland Park, Ill., of Iredale Fireproof Warehouse, Inc., of Winnetka and Evanston, Ill. Description on page 42



Art and Storage

Below: A few of the \$250,000 worth of objects removed, without insurance, by Students Transfer & Storage Co., Berkeley, Cal. For story, see page 34

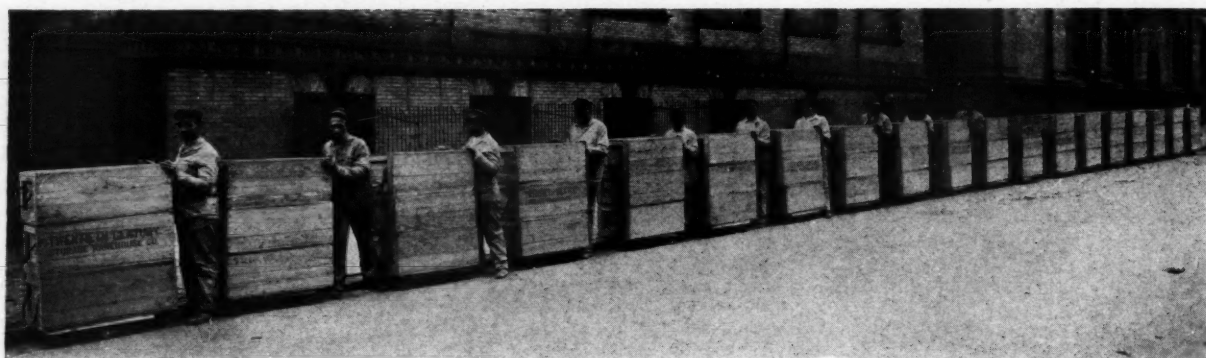


In Santa Barbara

Five-story concrete depository recently completed by Lathim's Transfer & Fireproof Storage Co.

Space on Wheels

This Acme van, operated by Grand Rapids (Mich.) Storage & Van Co., moved a 10-room household goods load from Zeeland, Mich., to Morrison, Ill. Loading space is 222 inches long, 84 inches wide and 83½ inches high.



Dolly trucks of 20th Century Storage Warehouse Co. moving through a Philadelphia street

A Blue Print Method of Moving Big Business

By K. H. LANSING

WHEN seeking to move "big business" the 20th Century Storage Warehouse Co., Philadelphia, approaches the prospective customer as specialists prepared to assume the entire responsibility of the removal. Business, especially big business, operates today under conditions which make it not only desirable but necessary that there should be little or no interruption and positively no anxiety over the details involved in moving from one office to another.

Confusion in such cases is always costly and the wise business house is certain to select for the work, if such a warehouse company's services are obtainable, one whose executives have made a study of such removals and who can eliminate all worry over the outcome of the job.

THE special facilities which the 20th Century company offers in the removal of big business are as follows:

1. Blue prints showing the prospective location of furniture and equipment. It is entirely possible under this system for the workmen to remove every piece of furniture and equipment to its exact place in the new location without personal supervision on the part of the customer, cutting time to a minimum.

2. An original tagging system to supplement and facilitate the foregoing.

3. A large number of boxes of uniform size, built to order, with rope handles and detachable lid fitting down into the body of the box. These containers, loaned to the customer from one to seven days in advance of the date of removal, are especially convenient for packing small or fragile articles, books and papers.

4. Two hundred specially-constructed dolly trucks without handles and having rubber-tired casters, four to each truck; ball bearings, and removable platform

The executives of the 20th Century Storage Warehouse Co. maintain that a feeling of confidence is inspired in the prospect when the representatives of a warehouse as experts can unfold a practical, systematized plan and method, perfected in every detail and supported by adequate equipment particularly adapted to the work and employing highly skilled labor.

As business men they can come to business men with a tangible proposition that will not only relieve the customer of all the particulars of supervision, but will assure them of expert and efficient performance of the work. The proofs are convincing and compelling and the offer to solve the problem in this satisfactory manner usually is welcomed.

MAN-POWER, EQUIPMENT, BLUE PRINTS

HOW a furniture warehouse firm—the 20th Century Storage Warehouse Co., Philadelphia—uses blue prints in "moving big business," with the company's executives assuming complete responsibility, is explained in this article by Mr. Lansing.

The Philadelphia firm undertakes to cut removal time to a minimum and to relieve the customer of all responsibility for the job, which is one of man-power and equipment rather than merely of vans.

This is a story of unusual facilities and original methods.

Keeping the goods progressing in an endless chain is the secret of successful office moving, according to the 20th Century's executives.

upon which the foregoing boxes are piled. These trucks are divided on the job, for big removals 100 at each end, with a crew, and smaller jobs in proportion.

Other facilities include a fleet of 5-ton Pierce-Arrow vans; wheel trucks with rubber tires and handles; rigging of many types; furniture pads; crates for glass tops; floor covers; canvas canopies for rainy weather, and a large number of galvanized iron sheets, each 4 by 8 ft.

These last-mentioned "sheets," as they are called among the men, serve the double purpose of protecting property and making the work easier for the movers. For instance, fifty or sixty of these sheets may be laid down over a marble or tessellated floor in the lobby of a building, to prevent marring; and one of the sheets laid down across a rising threshold between offices acts as a pliable bridge over which the movers' trucks will easily roll, whereas otherwise entrance would be difficult and delayed. Sheets, too, are often placed in this



Special boxes, with tightly fitting lids, used by 20th Century company when packing small and fragile objects and books and papers

manner at the curb, and in elevator openings.

The company's estimator calls on the customer to "spot" the work and, if the moving is of sufficient size, blue prints of the floor plans for the prospective location are drawn up by the warehouse company's draftsmen and furnished with a complete set of specifications, which are strictly followed. With the floor plans, tags are supplied, numbered to designate the various departments, or private offices. There is also a special contract for office moving.

Original Tagging System

THE tagging system, which is original with this company, works out as follows:

Special tags are printed in a series of different colors to designate floors. For instance, a blue tag may mean the first floor; a yellow tag the second floor; a red tag the third; a white tag the fourth, and so on.

Each tag has stamped on its face, or printed side, a number designating department, or office location, for the article to which it is fastened. Each department and private office is designated by one of these numbers, starting from 1, and a sufficient number of tags corresponding with these numbers is

supplied for the various departments and offices.

The warehouse arranges to tag each and every piece of furniture and equipment in each department or office, prior to the date of moving.

Suppose the first floor to have eight offices. Then a piece of furniture, or equipment, bearing a blue tag with a rubber-stamped "8" on its face indicates to the movers that this article is to be deposited in office No. 8 on the first floor. A different number on the reverse of the tag indicates the *exact* spot, or location, in office No. 8 in which this piece is to be placed, the floor having been marked with chalk numbers as to all exact locations in advance of the date of removal. This is for the larger jobs.

For small jobs of office moving, where there is comparatively little furniture handled, the tags simply bear the office, or department, number on both sides, as then the sub-numbers for the floor-marking are not used, the articles being placed by verbal direction in their desired locations.

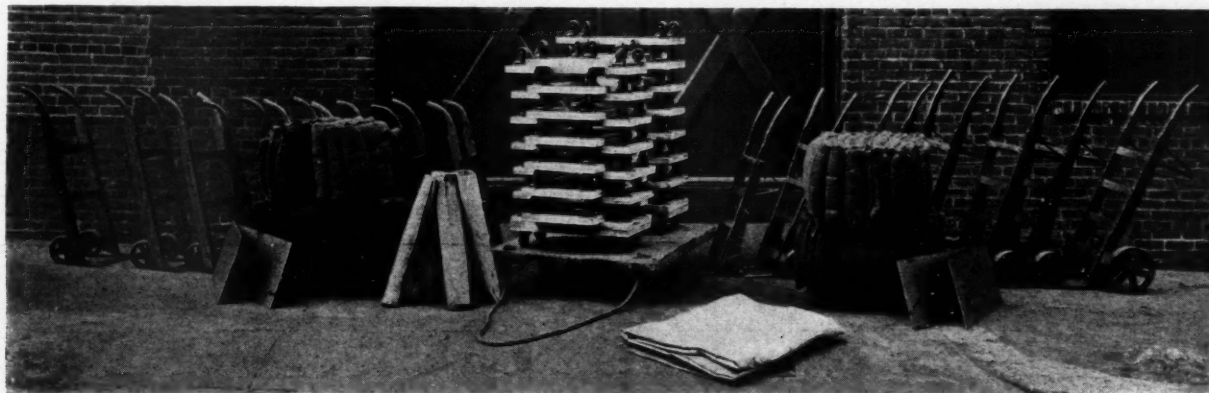
In addition to the numbered tags, the warehouse company furnishes large printed placards in the various colors representing the floors, as in the case of the tags and corresponding with them. These placards are stenciled with the room location number, each placard being

placed over its corresponding door, so that the workmen know without question the proper room in which to deposit the articles. Thus, when unloading, the workman notes the color of the tag on a transported article and knows at once on what floor it is to go.

Also, as an aid, the warehouse company, in advance of the moving operation, has placed by the main entrance of the building at destination a large card bearing samples of all the colored tags. The workman first looks at the tag on an article he is unloading, then at the big card at the entrance to the building and, as he progresses, at the cards over the sections, or doors, leading to sections on the floor where he is to deposit the article. Once in the proper section, he notes the chalk figures on the floor corresponding to the stamped number on the reverse of the tag, indicating precisely where the article is to be placed.

Thus, guided in these various ways, it is virtually impossible for the workman to make a mistake unless he is unusually inattentive.

But there is also another aid to save him footsteps. The warehouse company places, in advance of the operation, in front of all elevators at the new location, white cards with hand and arrow pointing the way to the various numbered



20th Century's equipment for office-moving, showing dolly trucks piled upside down in center

sections, or offices, thus eliminating loss of time through the workmen wandering in corridors.

All tags are placed on articles in the following manner:

Chairs are tagged on the arm, or top of the back. Desks are tagged on the crossbar under the center drawer, or the crossbar of the top righthand drawer.

Tables containing drawers are tagged in as conspicuous a place as possible.

Filing units are tagged individually on the crossbar under the top drawer and all tags on other articles are placed conspicuously.

Following out such a plan naturally facilitates the placing of the furniture in the permanent location.

Should conditions make it necessary to take desks apart, the warehouse company employees will do this at the time of removal and will reassemble them at the new location.

So-called sectional units, such as vertical or horizontal bookcases, files and the like, are separated into single units before the removal takes place, according to the terms of the contract.

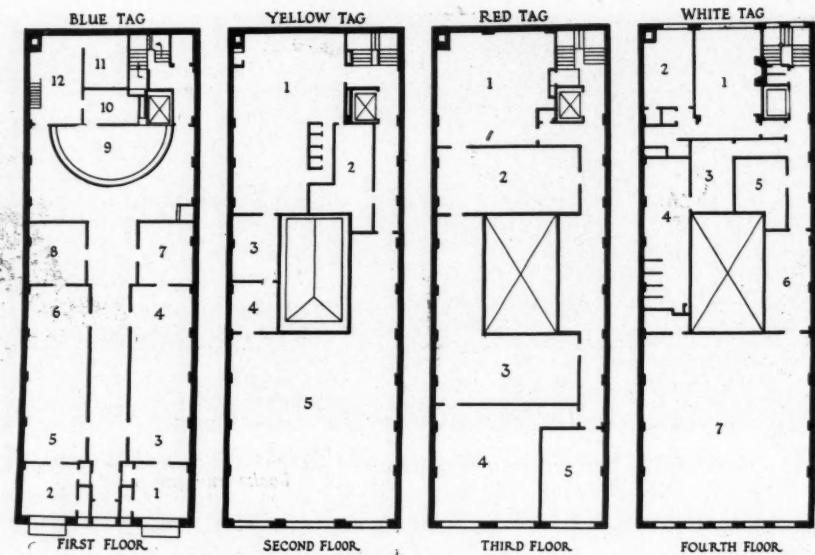
Metal clothes lockers, consisting of too large a number of units to be conveniently moved, are separated prior to moving.

All shelving, counters, partitions and the like that are to be moved, are dismantled and assembled only on special order.

Addressographs, multigraphs, dictaphones and other machines electrically operated will be properly disconnected before the removal and the customer is required especially to arrange the matter of taking up and relaying all coverings. The contract recommends that this part of the work be done in advance of the removal, to facilitate matters.

Elevator Service

THE warehouse company makes all necessary arrangements for elevator service, both at the point of removal and the new location. The warehouse com-



20th Century Co.'s blue print layout for office-moving job of four floors, showing only major locations or offices as indicated by the numbers. Every article from the former quarters destined for the new building bears a tag showing on which floor it is to go—blue for the first floor, yellow for the second, red for the third, and white for the fourth, as well as an office or department number

pany arranges with the elevator starters at both ends whereby elevators are specially controlled for loading and unloading. For instance:

Suppose two elevators are at the seventh floor to be loaded. When one is filled, it starts to descend. When it has gone, the men begin to load the second elevator which, however, does not descend until the first one has started to return to the seventh floor. Elevators at the new location are correspondingly lined up for depositing at the various floors.

This system eliminates the blocking of hallways and congestion of traffic.

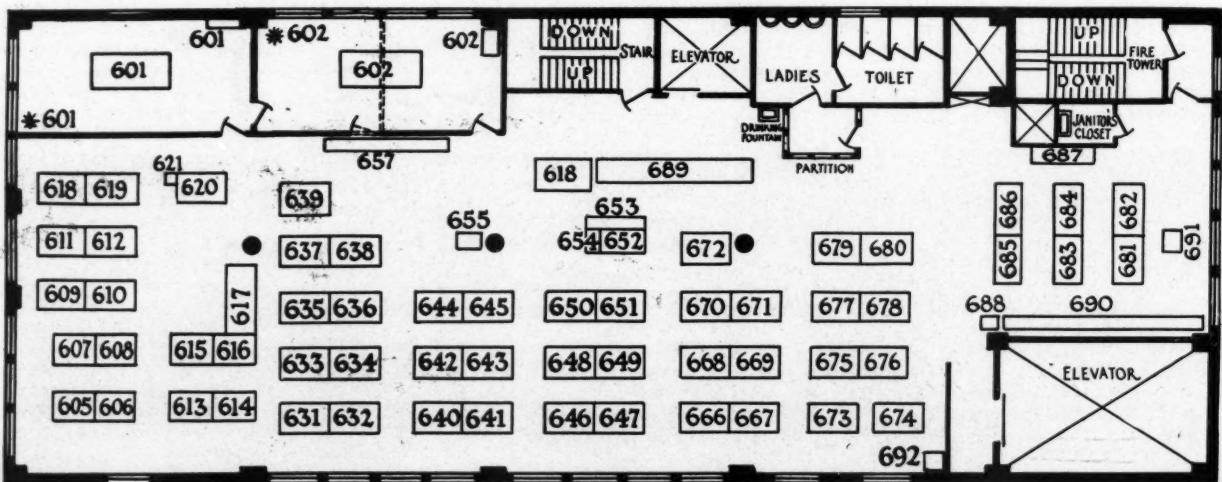
The available elevator equipment is,

of course, the factor that determines the plan of operation.

When it is necessary to carry out any part of a removal on Sunday, permission must be obtained from the city authorities; but to save the customer trouble, the warehouse company will attend to this.

Arrangements are made to pack ink wells; all desk equipment; dictaphone records; all liquids in bottles, inks and mucilage; stock room equipment; stationery, printed matter and the like, and books and pictures.

The company's special boxes, already mentioned, are notably good containers for most of the foregoing articles.



20th Century's blue print layout showing sub-numbers as chalked on floor of office building to which customer is to be moved. For big jobs the tag not only indicates the floor by its color, and the office or department by its face number, but on the reverse is stamped the sub-number corresponding to a chalked number of the floor, indicating in exactly which spot the tagged article is to be placed on that floor

20th Century Company's Office-Moving Tag System Explained

Tags for furniture and equipment on office-moving jobs are colored to represent the various floors. For the bigger removals each tag bears on its obverse or printed side a number indicating the particular department or office to which the tagged article is to be taken at the new location; a corresponding number appears on a card over the entrance to that department or office, while on the reverse of the tag is a number corresponding to a number chalked on the floor, showing the exact spot, as indicated in the blue prints, on which the article is to be placed. For example, a red tag with the No. 1 on its face and the No. 91 on its reverse (see illustration below) indicates that the article goes to the third floor in office No. 1 and on chalkmark No. 91 on the floor. The sub-numbers, or numbers corresponding to the figures chalked on a floor, are always higher than the numbers designating the offices, thereby tending to avoid confusion. For smaller jobs, which do not necessitate chalkmarks on a floor, only the major or office number appears on a tag, but is stamped on both obverse and reverse sides. Chalkmarks are easily erased from linoleum or other floor covering or from the flooring itself.

It is suggested to the customer that articles be condensed as much as possible and it is recommended that all desk drawers be emptied of ink, pins, clips and the like, and securely locked, or so wedged as to prevent sliding out during the moving; also that all desk slides be wedged to prevent sliding out. Typewriting machines that are not securely fastened to desk should be removed and the carriage tied to prevent shifting, and all filing cabinets should be locked, wedged, or tied, to prevent the drawers from sliding out and the contents being lost on the way.

The warehouse company usually starts on a big office removal job on Saturday noon, if it is possible to arrange for it. In the case of a large business on several floors, the work is done department by department, so that the floors need not be all torn up at once and that confusion may be eliminated.

All work is done under the strict supervision of a corps of competent foremen and superintendents who are expert in handling and moving office furniture and equipment. *Every executive in the organization is used on a job big enough to warrant it, but never more than four of the company's 5-ton vans, as the work of office removal is one of man-power and equipment primarily, and not one of vans.*

The workmen stick to the job continuously until it is finished and the secret of successful office moving is in keeping the goods moving in an endless chain. It is a fact that half an hour after the men start in on a job of this kind, on an average, the first load has been delivered to the new quarters. Every possible means is taken to cut delays to a minimum, every detail of the work being expedited.

For average office-moving jobs in Philadelphia, the warehouse company uses four 5-ton vans and twenty men, twenty loads being a good-sized removal. Where only ten "shuttle" loads are to be hauled, only two vans, instead of four, will be employed.

Continuous Transit Plan

IN working, for instance, four vans on a job, the fourth van does not start away from the point of removal until the first truck to start has returned empty; then the fourth truck starts, no matter how few pieces it may have on it. The last truck to start comes at the tail-end of the line-up at the new location, and continuous operation without loss of time is thus assured between the receiving and the delivery end. No van is ever



loaded for more than one floor at a time.

Particulars about the special equipment of dolly trucks are as follows:

As already explained, the trucks and crews are divided into equal numbers at the delivery end and the receiving end. While for the largest jobs 100 men and dolly trucks are placed in front of the old quarters and a like number in front of the new location, for smaller jobs they are often split into crews of 30 to 50 men each.

Handling the goods in this manner is called "dollying" them. Each dolly truck is simply an iron frame, oblong in shape, mounted on four rubber-tired casters having ball bearings. The platform for each dolly fits in slots. These small trucks without handles are virtually noiseless and the rubber tires on the casters prevent damage, or marking on marble or hardwood floors. The platforms, which are carpet-covered, are 15 by 36 inches and are raised 3½ inches above the floor.

The specially-built, rope-handled boxes, already mentioned, filled with the customer's smaller and more fragile articles, or his books and papers, are placed on the dolly trucks usually not more than three deep and the operator propels the dolly by pushing on the boxes in front of him. The goods are thus moved in single file.

Each box is 40 by 20 inches and is 20 inches deep. Their lids are shut tightly when they are placed on the dolly, each box having a lid which fits down into the box body, so that it is securely closed. The boxes are made of hard wood and are extremely durable.

After their period of loan to the customer has expired, the company calls for them, having kept a record of the number of boxes used on the job. The company keeps enough of these boxes on hand to loan them in almost any quantity for removals. Recently 500 of

these boxes were supplied for a single moving operation.

In operating the dolly trucks the crew at the delivering, or old, quarters, works to the trucks or vans on the street; and the dolly crew at the receiving, or new, location end, works from the vans.

There are, of course, a certain number of men with the vans and at the elevators, as well as with the dolly trucks. The dolly trucks are used for virtually every article, even desks and the like, desks, of course, being up-ended on them.

Assume that this is done in the case of a desk tagged for the fourth floor of the new location. It does not leave its dolly truck till it is on the fourth floor of the new quarters, where it is received by the dolly crew, which stays there until all the articles for that floor have been delivered and put in place. Everything moves as systematically as clockwork.

Among the big businesses moved by the 20th Century company are the Federal Reserve Bank—the company's first big job of the kind; the Atlantic Refining Co., an office job with five floors, on which sixty-five workmen and eight superintendents were employed; several Bell Telephone Co. jobs, big and important ones; the Hercules Powder Co.; the Midvale Steel Co.; the Merchants' Shipbuilding Corporation; the Pusey & Jones Co.; the Fidelity & Casualty Co.; Pomerantz & Co., stationers; the Episcopal Academy, and numerous others.

No two movings are exactly alike and the individual needs of each business moved are carefully weighed before the work is laid out.

Wood Pulp Storage

Storing wood pulp in water is found to be the most successful way of keeping it, it has been shown by Forest Products Laboratory experiments designed to discover ways of preventing decay in stored wood pulp used in making news print paper.

Barton Expands

G. R. Barton has purchased the Terrill interests in the Barton & Terrill Transfer Co., Grand Junction, Colo., and has renamed the firm as the G. R. Barton Transfer & Storage Co. Two floors are being added to one of the company's storage plants which was formerly the Grand Junction Opera House.

Cleveland Blaze

The household goods warehouse of the Scott Bros. Fireproof Storage Co. at 1838 East 55th Street, Cleveland, was slightly damaged by fire on March 22.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

New York Dock Co. Upheld

THE New York Supreme Court in the recent case of *New York Dock Co. v. Walter Baker & Co., Ltd.*, 201 N. Y. S. 702, pointed out the liability of holders of delivery orders for storage charges.

In an action by the dock company against Walter Baker & Co., to recover storage charges on a quantity of cocoa, it appeared that the Mercantile Bank, prior to Dec. 4, 1917, had stored the cocoa with the plaintiff. On that date the bank gave its delivery order directing the New York Dock Co. to deliver the cocoa to the defendants. This delivery order stated that the storage paid by the bank on the cocoa would expire twenty-four days after the execution of the delivery order—that is, on Dec. 28. The delivery order was delivered to the defendants.

The plaintiff's complaint was dismissed but, on appeal, the judgment dismissing the complaint was reversed. In reversing the judgment the Court said:

"The defendants having knowledge that the plaintiff was in the warehouse business, and notice that the bank would not pay storage after Dec. 28, and having the sole right to possession of the goods and the sole right to remove them, pursuant to the delivery order, and having left the goods with the plaintiff voluntarily for their own convenience, a *prima facie* case for the recovery of storage charges was established; especially is this true when, as the evidence shows, defendants had on prior occasions paid storage charges under similar circumstances without objection.

"As matter of fact the law gave plaintiff a lien upon the goods for the storage charges. This certainly would warrant the implication of a promise to pay for storage, even though no express contract or promise had been made to do so."

When Selling for Charges

LEGAL EDITOR, *Distribution & Warehousing*: Kindly inform me as to the following, regarding goods to be sold for storage:

When you notify the owner and have advertised them according to law, is it necessary to unpack the goods for display when there is no prospect of any buyers?

If there are no buyers, can the warehouseman bid in the goods?—*M. F. S. W. Co., Yonkers, N. Y.*

Answer: It is quite the usual thing to include in the notice of sale a few words reading "The goods will be on exhibition at the time and place of sale and on each day of sale."

What Don't You Know?

MR. KAISER answers legal questions on warehousing, transfer and automotive affairs. There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

I know of no law which makes this mandatory. The law, however requires that "a brief description of the goods against which the claim exists" must be included in the sale. The only way this can be complied with is by at least examining the goods. I think under the circumstances the better procedure is to unpack the goods.

A warehouseman may purchase goods on a lien sale but by doing so he gives the owner a chance to allege fraud in the sale. It is better if the goods are not bought in by the warehouseman himself.

Accident Liability

LEGAL EDITOR, *Distribution & Warehousing*: Will you kindly give me views on my relations in reference to personal liability and property damage, and also in relation to the workmen's compensation laws as applied to motor trucks?

For instance, we are using hired trucks to transport our goods and pay them on the hundred-weight basis; and, for the reason that we do not employ any trucks on a *per diem* charge, I am of the opinion that any action of personal liability or property damage or any action relating to the workmen's compensation laws will revert entirely on the truck owner and not the employer.—*R. B., Albany, N. Y.*

Answer: Whether the company employing you which rents the trucks or the company which furnishes the trucks is liable in any given case depends entirely on who controls the driver of the said trucks.

By way of illustration I can engage a taxicab and I am not responsible for any damages at all.

On the other hand I can hire a car and driver, undertake to control the driver by directing him where and how to go, and then become liable for accidents.

The person having the right to hire

and fire, and the right to issue orders to and supervise the actions of the driver, is the responsible party in New York State.

In some other States the mere fact of ownership of a car is enough to impose liability for damage on the owner but not here.

You really do not give me enough facts to justify an opinion on the liability in your own particular case.

Express Liability Ruling

THAT an express company will be held liable for delay in delivering a package although wrongly addressed was the decision in *American Railway Express Co. v. Ewing Thomas Converting Co.*, U. S. Circuit Court of Appeals, 292 Fed. Rep. 335.

It appeared that on March 3, 1920, sixteen rolls of yarn, containing 1489.6 pounds, were delivered at Dallas, N. C., to the defendant, the American Railway Express Co., to be shipped to the plaintiff, the Ewing Thomas Converting Co., at Chester, Pa. A package containing fourteen of the rolls was addressed to the plaintiff at Philadelphia, instead of Chester, Pa., although the address was correctly stated on the shipping receipt, given by the express company to the shipper. A copy of the shipping receipt was retained by the express company.

On March 11 two of the sixteen rolls were delivered to the plaintiff at Chester. The other fourteen rolls could not be delivered to the plaintiff at Philadelphia, as the plaintiff did not have an office or place of business there. These rolls were not delivered to the plaintiff until Sept. 21, 1920.

In an action by the plaintiff against the express company the trial judge instructed the jury that the measure of damages recoverable on the ground of delay in delivering the shipment was the difference between the price of the yarn at the time it should have been delivered and the price on Sept. 21, 1920, when it was delivered, and left it to the jury to determine under all the evidence when the mistake should have been discovered and the yarn delivered.

In affirming a judgment of the trial Court in favor of the plaintiff, the Appellate Court held that the question whether the defendant had been guilty of negligence in discovering the proper address, and the further question as to what was a reasonable time within which the defendant should have discovered the error and made delivery, were properly submitted to the jury.

The Court held also that, as the jury found the defendant negligent in failing

(N. C.) Where a printed tariff, made a part of facts "considered as proven," stated that it was applicable to interstate and intrastate traffic and at the point to which the goods were consigned, the carrier was entitled to demurrage charges, provided by the tariff on intrastate as well as interstate shipments, in the entire amount agreed upon.—*Davis v. Greensboro Warehouse & Storage Co.*, 120 S. E. 462. Key No. 100 (1).

(A consignee, after receiving written notice and acquiring knowledge that demurrage had accrued, cannot receive, unload, and accept the goods without paying demurrage charges, which are part of the tariff, and cannot be waived by the carrier.—*Id.*)

(N. C.) Notice from a carrier to consignee's traffic manager by telephone, on receipt of way bills, of the car numbers and initials, number of bales of cotton, and

DIGESTS

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

marks thereon where it was from, and any other information asked for, followed by the carrier's signature of a form on which the information was entered by the traffic manager in duplicate, held sufficient notice of constructive placement of shipments, as required by the tariff, of which the traffic manager had full knowledge, thus rendering consignee liable for demurrage charges.—*Davis v. Greensboro Warehouse & Storage Co.*, 120 S. E. 462. Key No. 100 (2).

(Mo. App.) Where plaintiff, in December, 1918, left household goods locked up in a farmhouse, and they were shipped to him in August, 1920, but lost in transit, on issue of plaintiff's knowledge as to the condition of the goods, the presumption obtains that they remained in the same condition, the lapse of time only affecting their value, and what effect it had on them was for jury.—*Taylor v. St. Louis & H. R. Co.*, 256 S. W. 499. Key No. 136.

(Ky.) While a warehouse corporation was not specifically authorized by its charter to loan money to tobacco producers on mortgage, it could do so as a reasonable and necessary incident of the business of buying, selling, and rehandling of tobacco on commission, under Ky. St. §§ 542, 1391a.—*Holt v. Farmers' Loose Leaf Tobacco Warehouse Co.*, 256 S. W. 6. Key No. 5.

to discover the mistake, the judgment in favor of the plaintiff was properly entered in spite of the rule of law that, where a shipper misdirects goods and a loss results solely from such misdirection, the loss falls upon the shipper whose careless conduct caused it. The reason given by the Court for holding the defendant liable was that a carrier is relieved as an insurer only when it is free from fault, and if the carrier itself is guilty of some negligent act or omission, without which, notwithstanding the fault of the shipper, the loss would not have occurred, it is liable.

In holding that it was the defendant's duty to discover the plaintiff's proper address and to make delivery within a reasonable time, the Court said:

"If the 'improper addressing' was the fault of the shipper, were the discovery and the delivery to the consignee at the proper address made within a reasonable time thereafter? To make these within a reasonable time was the duty of the defendant, even though the cause of the delay in the first place was 'improper addressing' of the shipper. Finding it impossible to make delivery of the yarn in Philadelphia, and having delivered two rolls of the same shipment to the consignee at Chester, it must have been obvious that an error had been made in directing the yarn to Philadelphia, and under such circumstances both duty and reasonable prudence dictated that the defendant make inquiry of the consignor for the consignee's correct address. If the defendant had done this, and had not discovered the consignee's address, it would have discharged its duty, and the loss for delay in delivery could not have been visited on it."

IN the recent case of *New York Central R. R. Co. v. Satuloff*, reported in 202 N. W. Supplement, pg. 297, the Supreme Court of New York held a shipper liable for freight charges.

It appeared that the consignees received from the plaintiff railroad a carload of cucumbers that had been shipped from Alabama. After unloading about half of the shipment, the defendants reshipped the car containing the balance of the shipment to a consignee at Rochester. Upon the refusal of the consignee to accept the car, the defendants ordered the plaintiff to deliver the cucumbers to Cohen & Blum, upon payment of freight charges amounting to \$124.36.

Cohen & Blum began to unload the car, but were prevented from completing the unloading by a representative of the plaintiff. Thereafter Cohen & Blum refused to accept further delivery, and the freight remained unpaid. The cucumbers, being perishable, were sold at auction and the proceeds of the sale were applied upon the freight charges, which were thereby reduced to \$114.86.

In an action by the plaintiff to recover the unpaid freight charges the defendants contended that they were relieved from liability therefor by the delivery of the shipment by the plaintiff to Cohen & Blum without first securing the freight charges.

The Court held that the defendants' direction to the plaintiff to collect the freight charges from Cohen & Blum did not relieve the defendants from their liability to pay such charges, as the effect of such direction was merely to extend to the plaintiff the privilege of collecting from Cohen & Blum. A judgment for the defendant was reversed.

A Receipts Case

LEGAL EDITOR, *Distribution & Warehousing*: I was recently called in by one of the bank cashiers in our city to discuss a phase of negotiable warehouse receipt which I think of particular interest.

One of our customers keeps a stock of about 2000 barrels of flour in the warehouse at all times. We issued

negotiable warehouse receipt to him some time ago, covering 500 barrels.

The cashier of the bank making the loan on the warehouse receipt asked me if the flour covered by the receipt was in a separate pile, or whether we simply kept it separate on our books and allowed the flour to pass in and out in the regular course of business.

His contention was that, in case the flour was constantly changing during the ordinary course of business, the bank would have no recourse as against the customer in event of trouble.

His thought, to me, seems to be well-taken, because if it could be shown that a certain amount of flour was covered by a negotiable warehouse receipt, and that later on another lot of flour was substituted, even though it be of like quantity and quality, the flour would then pass into the possession of the general creditors, and the only action the bank would have would be against the warehouse.

I would be pleased to have your opinion on the subject, as we have the identical case existing with the exception that the firm in question is not in any financial trouble.

To sum up, should we, when issuing a negotiable warehouse receipt, keep the exact goods in question in our possession and make no substitutes whatever? Of course I realize that in many cases substitution is impossible, and then there is no question as to what to do. The question I want answered pertains to flour, sugar and such commodities.—*M. W. Co., Wilkes-Barre, Pa.*

Answer: To answer your inquiry I must refer you to the provisions of the Pennsylvania laws on warehouse receipts, which are almost identically the same as in all the States where the Uniform Warehouse Receipts Act has been enacted into law. They provide as follows:

(Concluded on page 34)

Watch Your Truck Costs —or Lose Profits

Some Thoughts on How to Consider Expenses of Operation

By P. L. SNIFFEN

ANY warehouse owner who will take the time to look around and observe the way in which motor truck equipment is used in this and other lines of business will find that the one underlying principle which will make or break success is a knowledge of what it costs to operate each vehicle in service.

Unknowingly, truck operating costs will often grow if not carefully watched, and eat into profits, causing disastrous results. A warehouse owner who operates any number of motor vehicles should know what the operation of these vehicles costs and how this cost is distributed among the various items of operation. He should know also the relation of these costs to the work accomplished. He should be able to arrive at a fairly accurate percentage figure which represents the ratio between the cost and revenue received from the service.

For the concern that uses only one or two vehicles, cost keeping is a simple matter once the proper basis is established for arriving at the figures. In this case it is merely a matter of recording purchases of fuel and oil

and expenditures for repairs, etc., as they are made, and then computing these with the fixed charges and maintenance expense. But while it is possible to keep in close touch with one or two trucks, when the number is considerably over this it is absolutely necessary to establish a thorough system for keeping track of costs and watching operation closely.

Whether the number of vehicles is large or small, the same principles of cost keeping will apply, and it is the purpose of this article to attempt to set down the necessary parts of the ideal cost-keeping system.

It cannot be expected that the methods described here can be used in exactly this form for every warehouse owner's business, because no two concerns are exactly alike in the kind of business they undertake and in the conditions under which their route cars are used. But with these points as a basis any concern should be able, with some adaptation, to establish a satisfactory system for its own use.

Cost Items to Consider

FIRST, it is well to repeat this table, given in a previous article, which shows all of the items which must be included in order to show a true figure. Any system or method of figuring costs must take all of these into account.

FIXED CHARGES:

Amortization (reserve for depreciation)
Interest on investment.
Insurance,
 Fire, transportation and theft;
 Public liability and property damage;
 Collision.

Taxes.
Licenses.

MAINTENANCE CHARGES:

Garage.
Rent, heat, light, power, etc.
Repairs,
 Materials and labor.
Tires.
Painting.
Overhauling.
Overhead.
Administration requirements.

Battery renewal and charging.

RUNNING COSTS:

Gasoline (or electric power).
Oil.
Wages of drivers.
Grease, kerosene and waste.

Some concerns try to make too hard a job of keeping truck costs, bringing in many ideas and methods with the hope of getting additional or more precisely accurate information. The more we observe some of these systems the more

YOUR BUSINESS AND THE MOTOR TRUCK

THIS is the nineteenth of a series of articles by Mr. Sniffin on costs of motor truck operation. These costs often unknowingly eat into profits if not carefully watched, the author points out.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles.

we are convinced that the most satisfactory system is the one which is, first of all, as simple and as fool-proof as it can be. That is why in this article the writer has restrained from going too deeply into the complexities of what the owner might do here and there, and has given just the very simplest form of cost keeping he can.

How Costs Are Summarized

THE first step in cost keeping is to establish an objective to be met by means of the daily records and their subsequent summaries.

Suppose, for example, at the end of a six months' period we want to have all the summarized facts before us, so that they may be studied and so that we will know precisely about the service the motor truck has given and what this service has cost. The following table, used by one concern, seems to fill the requirements adequately. By way of explanation, it will be noticed that this table is to be filled out once for each vehicle and that each line calls for a figure to be inserted from records previously obtained. The table computes itself as it goes along, leading finally to the figure which represents the cost per ton-mile.

OPERATION RECORDS

For the Period.....to.....Truck No.....
Period covered by this summary.....
Days of actual use.....

TRUCK COSTS

Days out for repairs.....
Total number of round trips.....
No. of deliveries made.....
Total tons delivered including pick-ups.....
Total miles traveled.....
Gasoline—total gallons used.....

DAILY AVERAGES
(Based on Days Operated)

Round trips per day.....
No. of deliveries per day, average.....
Average tons delivered including pick-ups.....
Miles traveled per day.....
No. "ton-miles" per day.....
Average miles traveled per round trip.....
Average deliveries per round trip.....
Miles per gallon of gas.....
Miles per pt. of oil.....

COST RECORDS

Investments:
Cost of chassis.....
Cost of body.....
Cost of cab.....
Cost of special equipment.....
Total investment.....
Value of tires.....
Investment less tires.....
(To be depreciated separately)
Variable Charges—Total for Period:
Total cost of gasoline.....
Total cost of oil.....
Cost of Tires (pro-rated for period according to mileage).....
Cost of Depreciation of Investment (see explanation below).....
Total cost of maintenance and repairs, painting, etc., pro-rated, actual or estimated.....
Total of Variable Charges.....
Wages of Driver and Helper (note: some concerns figure this as a separate item not included here).....
Total Fixed Charges (computed later in table).....
Total operation Cost for Period.....

FIXED CHARGES—YEARLY

Interest on Investment (one-half of current rate on total investment above. See explanation below).....
Taxes and Licenses.....
Insurance.....
Garage Expense.....
Total of above Fixed Charges per year.....
Total per day.....
Total for period (this is item to be inserted above as "Total Fixed Charges").....

DAILY COSTS—SUMMARIES

Cost per day operated.....
Cost per mile traveled.....
Cost per ton-mile.....

The foregoing form is simple enough when carefully studied and worked out point for point. Only one or two items will need explanation.

The total investment of the equipment is figured, minus the tires, for the purpose of arriving at the depreciation. The investment is best depreciated on the basis of the number of miles traveled in the period—that is, pro-rated according to the estimated mileage life of the vehicle, which varies according to the size and make of truck.

Tires are depreciated in the same way but separately, because they have a different figure of mileage life.

Interest on the investment (one of the fixed charges) is figured at one-half the current rate of interest, because the item of depreciation throughout the truck's serviceable life reduces the amount of the investment each year. Thus, it is considered best practice to equalize this by considering only one-half of the interest charge.

Keeping the Cost Records

WITH the foregoing outline of desired information as the objective, we are now ready to see how this information can be obtained.

Although it will be impossible to give a system which will be flexible enough to meet any individual set of conditions, the following points will be valuable in indicating what kind of records are necessary. In working out a cost-record system many concerns make the mis-

take of requiring too much of the driver's time and expecting too much of his intellectual capacity. Wherever possible this work should be done by the bookkeeping department.

1. *Driver's Daily Report:* Some method of recording the driver's work, vehicle expense, mileage, etc., from day to day, is obviously necessary. The Driver's Daily Report form usually works out very similar to a day-book in a bookkeeping system, and the items shown on it are later entered on summary records by the clerical department. Many concerns provide each driver with a pad of printed slips, one of which is turned in every day. On this he records purchases of fuel, oil, etc., which are later checked with garage invoices. On this slip he gives also his performance record for the day. For example, at the end of a day's run he inserts his speedometer reading. At each loading of goods he inserts the approximate number of bundles in the proper space on the card. A rough guess is frequently considered enough for the item of tonnage. For example, if a 2-ton truck is loaded to capacity, the driver marks down 2 tons. If it is only half filled he marks down 1 ton. Finally the number of round trips made in the day is often required.

The foregoing is all that is really required of the driver as far as cost keeping is concerned. There are no difficulties to be met in most cases in getting this amount of information accurately, because a daily report form of this kind contains nothing which is too much to expect of the driver. Most attempts to go beyond this to get further data are dangerous.

A final point worth mentioning about the Driver's Daily Report is that many concerns find it advisable to allow a space on the card for the driver's report on the condition of the vehicle. This is often very helpful in encouraging drivers to report irregularities of running, which may be adjusted or repaired in their early stages, thus saving considerably on later repair bills.

2. *Truck Day Sheet:* The Driver's Daily Reports must be turned in to the clerical department and here organized and put together in some systematic manner. The Truck Day Sheet answers this purpose. There is one sheet per truck per month. The days of the month are ruled horizontally, and the various items which are entered each day are ruled vertically. These items are merely a recapitulation of the driver's reports. At the bottom of the column, where it is summarized at the end of the month, provision is made for adding the repair charges which have been incurred against that truck during the month (see point 4 hereafter) and any other charges directly chargeable against that month, such as tire cost (according to mileage), driver's and helper's wages, garage rent, grease, supplies, etc.

The result is that the final figure represents what it has cost to operate the vehicle during the month with the exception of fixed charges and those costs which are rightfully to be distributed over twelve months in the year.

These latter costs are taken care of in this way:

There may be a space allowed on the sheet set aside from everything else, where large current costs, such as overhaul, painting, fines for traffic violations, etc., are inserted. These, together with the fixed charges (depreciation, interest, taxes and licenses), are usually carried over month to month and finally computed at the end of the year. Or they may be so arranged that the large current costs may be divided by twelve and the fixed charges per month added as they are.

Thus the owner has at least an approximate figure at the end of each month which he may use as his guide and compare with other months and other vehicles.

3. *Monthly Summary of Fleet:* This form is a very simple one to understand, it being a recapitulation of the Truck Day Sheets for all trucks in the fleet, made up at the end of each month.

This also is computed on a monthly basis and finally recapitulated at the end of the year.

4. *Daily Repair, Stock Room and Maintenance Report:* In order to keep track of each vehicle's maintenance expense, some form is necessary which will supply the information to be inserted on the Truck Day Sheet for the items of repairs, overhauling, mechanic's time, washer's time, greaser's time, etc.

The way in which this is taken care of varies a great deal from one concern to another, simply because every concern has a different method of having this work done. Regardless of whether inspections, adjustments, repairs, washing, greasing and oiling are done by drivers, helpers, employed mechanics or by an outside source, the point to remember is that all time charges, materials, parts or invoices should be charged individually against the vehicle for which the work is done.

When service such as this is done on the outside, it is a simple matter to request that invoices be itemized according to the vehicles and then entered on the Truck Day Sheet. Work done by the driver or helper is often not charged against the vehicle, excepting the materials used, inasmuch as this is included in the item of wages.

Private Garage System

THE concern which operates its own service and garage facilities will need a separate bookkeeping system for this, which will be very much the same as an accounting system for a business by itself. For our present purpose in this article, there is no need to complicate the subject by attempting to bring in the cost-keeping requirements of a private garage and repair shop other than to mention briefly the following essential forms:

1. *Mechanics and Helpers' Time Card:* This is a simple time sheet daily record, giving the amount of time spent in repairs on each vehicle with materials used. The materials entered here are

later checked with the Daily Stock Room Report (2), the price computed and charged in a lump sum with the time taken for the job on a Truck Day Sheet.

2. *Daily Stock Room Report:* Parts, supplies and materials taken out of the stock room by workmen are entered on this form. Many concerns carry this as a perpetual inventory, by means of which they can know, at all times, how much stock is on hand and when stock needs to be replenished.

3. *Job Room:* Overhauls and lengthy repairs and painting when done in the company's own garage are best handled by job tickets. This is usually a manila card about 9 by 12 inches, on which are entered all items of time and materials chargeable against a certain job on a vehicle.

4. *Maintenance Chart:* While this is not a part of the cost keeping system, it is mentioned here while speaking of garage forms because the writer urgently recommends it to any concern which handles its own service work. There is a maintenance chart for each truck under

this plan, and this may be conveniently placed on the wall of the garage in the vehicle's customary parking position. When oil has been changed in the motor, when parts of the truck have been greased or oiled, inspections made of the chassis, tires, etc., when water has been added to the battery and when carbon has been removed, valves ground, etc., this is marked on the maintenance chart. In this way neglect of maintenance, which is so essential to economical operation, is avoided and periodical attention to these details is provided for in a systematic way.

5. *Tire Record:* This is an optional form, not entirely necessary, but one which many concerns are finding very valuable. The Tire Record usually is in the form of a history card, there being one card for each tire in service, and it shows the amount of service each tire has given and the cost per mile from the time it is purchased until it is scrapped. In detail the garage superintendent enters the time it is bought, the different cars on which it is used dur-

ing its life, the wheels it is used on, and the mileage on each wheel. The cost of the tire is also entered and, at the end of its life, the cost per mile, including repairs, is obtained. This record is not only valuable in encouraging drivers to keep tire costs down, but it helps to make the cost system more accurate insofar as this item is concerned. Moreover it supplies an excellent method of comparing different makes of tires and determining which the concern can use most profitably.

Conclusion

THE foregoing suggestions on cost keeping provide what is, in the writer's opinion, the best skeleton outline of a truck cost-keeping system that can be offered in such a general way, considering the great different in conditions from one concern to another.

An individual study based on this as a guide should be very productive in reaching the ideal system for an individual business.

National Shipping Company May Be Organized to Handle Country's L. C. L. Freight Business

THE organizing of a great shipping company which would handle the less-than-carload lot freight of all the railroads in the country in the same way that express shipments are now handled was in prospect in April. The company, it was proposed, would maintain, in all parts of the United States, facilities for store-door delivery and pick-up. A study of the situation has been under way for a year.

The railroads, it was said, probably would take the biggest part in the formation of the company. They would seek the cooperation of shippers and commercial organizations in all parts of the country.

It is understood that the promoters of the plan are endeavoring to obtain capital sufficient to provide adequate machinery for the shipment of every ton of L. C. L. freight offered for transportation over the railroads.

A report on the subject has been prepared by a special service committee of the following officials of the American Railway Express Co.:

J. F. Baker, Los Angeles, general manager; W. E. Beckner, Cincinnati, general manager; H. E. Cartwright, New York City, assistant to the vice-president; C. L. Chase, St. Louis, general manager; L. R. Gwyn, New York City, special assistant to the president; and W. W. Owens, Washington, D. C., general manager.

Mr. Gwyn is chairman of the committee and E. R. Merry, Jr., is secretary.

Under the plan which the express of-

ficials have worked out it would be necessary for the railroads to turn over to a single company all of their business now handled in less than carload lots. The new company would collect the freight from the door of the shipper and deliver it at the other end of the route, taking care of all routing and other details the same as the express companies are doing at the present time.

A recent estimate pointed out that 6 per cent of the entire freight business of the railroads is now handled by the railroads as less than carload freight. All of this would be turned over to the new company.

Trucking companies in all parts of the country would have to give way to the new company, which would provide a motor service of its own to care for the new service. Many of the present railroad terminals would be taken over, and the forty-eight hours' free storage at terminals would be eliminated entirely.

"To achieve the efficiency and economies desired," the report says, "the only complete solution would appear to be a system under which one responsible agency would handle the entire less than carload lot business of all railroads, including pick up and delivery at either or both terminals, the responsibility of such organization to start at the shipper's door and end at consignee's door, and the business so handled to be under its charge and direction during its entire journey, including the rail portion thereof, the rail carrier's duty to be mere haulage of loaded cars, but with-

out any terminal or intermediate transfer manual handling.

"This, however, would require the abolition of all less than carload lot rates and service by the railroads on its own account, and that the rates named by such agency would be inclusive of pick up and delivery and would not be subject to reduction in the event the shipper or consignee called for or delivered his own goods. In short, the shipper's present option of providing his own truckage would be abolished."

The report, which covers not only the developments in store-door delivery in Canada, but in England as well, and goes into every phase of the situation, continues:

"Such a system also would necessitate that shipper's present right to route be canceled, but under such a system, since complete transportation would be furnished, the question of the route, transfer points or depots through which handled would be of no material interest to the shipper. The creation of such a system would do away with the necessity of the present forty-eight hour free storage privilege at destination. Under present practices, since the railroad furnishes no delivery, it is obviously necessary to notify the consignee of arrival of freight and to hold such freight for a reasonable time pending his orders, but under the above mentioned plan the consignee's notice of arrival would consist of the goods themselves being offered for delivery, and provided he refused to accept same or could not be located, the

goods then to be placed in warehouse subject to accrued charges and at consignee's expense for storage and subsequent delivery.

"As to rates, the structure to cover such a system would of necessity have to be an approximate equivalent of present L. C. L. (less than car load) tariffs plus average trucking costs as to offices where trucking is furnished. As to offices where no truckage is furnished, the rates should be the approximate

equivalent of present L. C. L. rates. The rates would have to be constructed upon the block tariff plan now used by the express company, the effort being to devise rates bearing such certain percentage relationship to express rates as would cause the final rate to roughly approximate L. C. L. plus truckage. Obviously, under such plan the combined rate in some instances might be lower and in some instances higher than present L. C. L. plus truckage, but the differ-

ences should not be great, and on the average such system should be satisfactory."

Officials of the American Railway Express Co. were quoted as saying that the company had not yet decided to go ahead with organizing such an enormous undertaking. Such a company, it was pointed out, would be much larger than any now in operation and its business would greatly surpass the express business of the United States.

Inquiry by N.D.A. Shows Railroads Generally Are Using "Received in Rain" Notation on Bills of Lading

AN inquiry to ascertain how widespread is the practice, by the railroads, of placing a "Received in Rain" notation on bills of lading covering shipments delivered to the carriers during stormy weather which may subject goods to damage, has been carried on on behalf of the National Distributors' Association by the organization's managing director, R. O. Eastman, Cleveland.

This research work was conducted in the form of a questionnaire among the member companies of the N. D. A., supplemented by communications addressed to various railroads, and a summary of the information obtained indicates that it is apparently the policy of a majority of the carriers to stamp "Received in Rain," or some similar wording, on bills of lading when goods are received dur-

ing inclement weather. Commenting in the course of a bulletin sent to the N. D. A. member companies covering the results of the inquiry, Mr. Eastman says:

"A number of the replies and comments show that the securing of a good receipt is largely in the hands of the shipper himself—that it is his business to see that a product affected by rain is either not handled during such a storm or that it is transported and otherwise handled under proper cover.

"It is evident that the majority of shippers of this class of goods make every effort to deliver them to carrier free from dampness or moisture and so are within their rights in demanding bills of lading free from any objectionable clauses."

THE summary shows that more than 80 per cent of the N. D. A. companies replying to the questionnaire are shippers of goods which may be damaged by rain in transit. The information which follows will be of general interest to traffic managers of companies which ship such goods liable to damage from moisture:

The following carriers are reported by N. D. A. members to be following the practice of marking "Received in Rain," or similar notation, on bills of lading when conditions require:

Baltimore & Ohio; Boston & Maine; Chicago, Burlington & Quincy; Chicago, Peoria & St. Louis; Chicago, Rock Island & Pacific; Chicago & Alton; Chicago & Northwestern; Cleveland, Cincinnati, Chicago & St. Louis; Erie; Illinois Central; Minneapolis & St. Louis; New York Central; New York, Chicago & St. Louis; Pennsylvania; Peoria & Pekin Union; Toledo, Peoria & Western. Also the Hudson Navigation Co.

The supplementary inquiry among a number of the carriers elicited the following information:

Baltimore & Ohio: A "Received in Rain" stamp is put on all packages delivered to road during storms. This applies principally in country or small towns where facilities for keeping dry in transporting to freight station are not equal to those in larger places. It is the duty of the receiving clerk to apply the

stamp, the purpose being to offset claims later on. Clerks are instructed to place the notation on all goods apparently wet

FACTS FOR SHIPPERS

ACLEARING house to which manufacturers' sales and traffic departments may turn for information regarding the routing of their products through public merchandise warehouses is functioning in Cleveland on behalf of the National Distributors' Association.

This bureau is operated by Roy O. Eastman, managing director of the National Distributors' Association. Facts and figures are being compiled which will be invaluable to the shippers who use public storage plants.

The N. D. A. is THE trade association of such shippers. Sales and traffic managers interested in joining the N. D. A.—and sharing in the benefits of the clearing house—should drop a line of inquiry to Mr. Eastman at 7016 Euclid Avenue, Cleveland.

Dues, \$50 a year—and worth it!

or easily seen to be damaged by water.

Cleveland, Cincinnati, Chicago & St. Louis: If goods are delivered during rainstorm, and especially if an open wagon so that the goods are liable to be wet, the clerk makes a notation on the receipt, for the railroad's protection.

Erie: Receiving clerk is instructed that it is imperative that the notation be made on the bill of lading if goods were received during rain and show evidence of any damage thereby. A separate record of such notations is kept.

New York Central: A "Received in Rain" stamp is placed on all packages which are delivered to the railroad in rain, or are wet, or are apparently damaged in any way by water, for the carrier's protection.

Pennsylvania: Clerk must make notation, on bill of lading, of condition of packages. City shippers, it was pointed out, generally have adequate vans in which goods are carried to freight station, and so frequency of necessity to mark "Received in Rain" is low. The notation must be applied if goods show indication of having been damaged by water.

Several of the N. D. A. members expressed opinion that the carriers are justified in issuing bills of lading so stamped when shippers insist on delivering, during rain, goods which are subject to damage by moisture.

MATERIAL HANDLING

Forum

Conducted by
MATTHEW WILLIAM POTTS
Consulting Authority on Material Handling

Mechanical Pilers in Warehouse Effect Labor Economy

PUBLIC storage executives who are confronted with a labor shortage realize the economy of using mechanical equipment on many of their handling operations. The piling of materials has long been accomplished in many warehouses by a large labor force using only "bull strength," but in the evolution of handling various types of pilers are being installed either to supplement or entirely replace hand labor.

The accompanying three illustrations show three

methods of piling materials and include two types of mechanical pilers—the "vertical piler," or tiering machine; and the "inclined piler," or continuous conveyor.

The "Forum" this month will deal with these types of equipment.

In order to eliminate the hand method of piling and quickly to show the savings which can be effected by the use of either type of mechanical piler, we will consider the three illustrations and make comparisons.

FIG. 1 shows the hand method of piling. Attention is directed to the steps or places on which the men are standing, located at intervals of every fifth or sixth tier of bags.

These steps are necessary because this is the average height to which men can lift without undue strain. It will be seen that the higher the pile the higher

the cost of operation, as two additional men are required for every step. That is, if the bags are piled ten high, four men will be required; fifteen bags high, six men, and so on. As bags are the easiest materials to pile, the comparison does not show the maximum savings that can be made as would be the case were heavy crates or boxes being handled.

Let us assume that the hand method were being employed for handling and piling the bags shown in *Fig. 2*. What would be the cost? How many men would be required? Could the work be done as quickly? These are all questions which are of vital importance to the warehouseman.

If the hand method were employed it would require eight men for piling the bags to the height shown, and when the men had completed the job there would be considerable waste storage space, as they could not pile the bags flush with the aisle.

This unused space, together with the excess labor, eats into profits and should be avoided.

A study of *Fig. 2* and *Fig. 3* shows that either machine and, say, three men can perform the operation regardless of the height of the pile.

In order to emphasize the money saving we will consider operations in the warehouse as shown in *Fig. 2*. Here, if the bags were piled to a maximum height, there would be approximately twenty-five tiers, which by the hand method would necessitate the labor of ten men when placing the top tier.

The machine shown can pile the bags to the maximum height with a labor force of three men, making a saving in labor cost of the wages of seven men.

At 30 cents an hour—which is low, as the average labor cost per man-hour is now 50 cents—this would mean a saving of \$2.10 an hour, or \$16.80 for an eight-hour day.

There is also the additional saving on space, as the machine piles flush with the aisle, thus utilizing all available room.

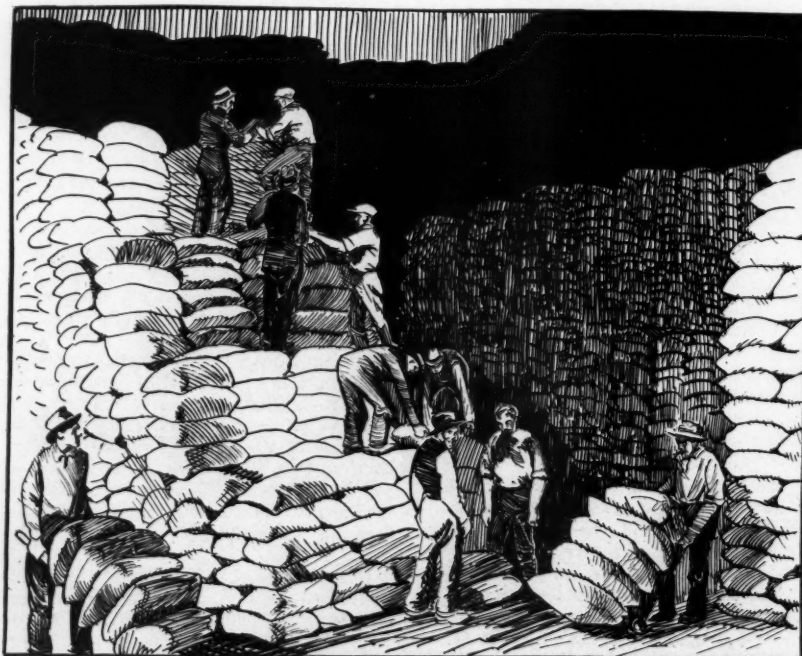


Fig. 1—Piling bags by hand—more men than tiers



Fig. 2—Inclined continuous piler— with men at bottom and top only. This is an Economy Engineering Co. machine

The saving as shown can be realized also in the piling of cases, bales, crates, etc.—and the heavier the package the greater the saving, as more men would be required, step by step, with hand labor.

To make this point clear, we will consider Fig. 3, where heavy bales are being piled. If the hand method were employed, it would require approximately three men for each tier of piling; and, as the height of the warehouse permits the piling of bales seven tiers high, it will be seen that twenty-one men would be required before the top tier were put in place.

When the vertical piler is used on this operation the services of only three men are required regardless of the height of the pile. The money saving on this operation can be readily calculated in the same manner as was done for the bales.

Many warehousemen have been confused in endeavoring to select the right mechanical equipment, by the arguments advanced by some manufacturers as to when and where to use each of these two types, but it is notable that one or two manufacturers have thought so well of

each that they are producing both. These manufacturers are willing to concede that both types are applicable to a good many operations, but at the same time they try to point out that on certain jobs one type has a preference over the other. Some points in this connection may be set down as follows:

(a) Where space is plentiful, and a large bulk of material has to be piled in the warehouse at one time, as in Fig. 2 or Fig. 3, either type may be used.

(b) In the handling of bags it appears that the inclined piler has the advantage over the vertical piler, as the bags can be dumped directly from the truck and carried to the top of the pile without the necessity of the truck waiting for the platform to be loaded.

(c) Where space is more or less restricted, or where narrow aisles have to be negotiated, the inclined piler is at a disadvantage because of its long wheel-base and its unwieldiness. Here the compactness of the vertical machine gives it the preference.

(d) In warehouses where floor to floor operation is necessary, where the height of pile is under 12 or 15 feet, where small lots of materials are being placed in stock, and where the machine has to operate in narrow aisles, a vertical machine has all the advantages and is in its proper field of usefulness.

(e) On the piling of barrels and for the handling of crates the inclined piler is frequently equipped with a different type of carrier-rods than is shown in Fig. 2, but on these operations the vertical piler generally has the advantage.

The main point to consider, regardless of the type to be employed, is that either type has all the advantages over the hand method, and the present use of mechanical equipment has proved that saving of 50 to 75 per cent in labor costs has been effected, by reducing the number of men required, and at the same time speeding up the operation and doing the same amount of work in half the time.

This last factor certainly is of importance to the warehouseman, as it permits him to give better service to his clients.

The machines also reduce labor troubles as they take all the laborious



Fig. 3—Vertical lift piler, also requiring few men. This is a Stand and Conveyor Co. product

work out of piling, and it is generally possible to get men to operate the machines because they realize that the work will be light.

Better men will work with a machine, as this requires some intelligence, and by having a more intelligent labor force the goods are better handled and clients are not so frequently complaining about damaged goods. Proof that either machine is applicable to warehouse operation is demonstrated, as many warehousemen are now using both types of machines and frequently a warehouseman will be found that owns one or more of each.

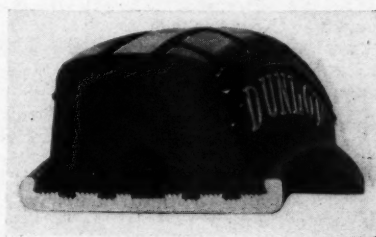
With this equipment, as with other pieces of material handling equipment, there are no doubt both successful and unsuccessful installations and the "Forum" would be interested in hearing from all warehousemen who are now using either type of machine, or the hand method, giving their reasons, selection and a detail of the operations being performed. It would be desirable to give also an estimate of the savings effected by the installation of the equipment, and to tell of other benefits derived from their use.

Dunlop Company Is Marketing a New Cushion Tire

THE Dunlop Tire & Rubber Co., Buffalo, N. Y., has placed on the market a solid cushion tire, called the Dunlop Cushion. It is designed, according to the company's president, E. B. Germain, "for truck owners who insist on maximum cushioning from their tires rather than ability to carry a maximum load." At present the new product is being built in two sizes—36 by 6, and 36 by 5—but the company plans other sizes later on.

Dunlop engineers claim that the Dunlop Cushion eliminates wheel wobble to a high degree, and that a vehicle fitted with these tires on the front wheels will be much easier to steer.

The design of the Dunlop Cushion is highly individualized. Through the center is the customary Dunlop mileage strip. On each side, and placed at angles,



are blocks somewhat of the same pattern as those on the standard Dunlop solid non-skid. These blocks serve to grip the road. The sides of the tire are constructed so that when the tire is loaded there will be no undue bulge.

The cushion, or air-channel of the tire, which runs through the center of the base just above the corrugated rim on which it is mounted, has been proved, Dunlop engineers declare, to eliminate the hot spot, or region of fatigue, which in some solids is apt to be the first point overtaxed.

The compound of the new tire is the same as that found in the Dunlop solid.

WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

Trade Association Activities to Be Discussed at National Chamber of Commerce Convention

TRADE associations and their activities will be given attention at the annual meeting of the Chamber of Commerce of the United States at Cleveland, May 6 to 8.

Three separate proposals concerning trade associations have been submitted by member organizations of the national chamber for consideration at the convention. The substance of these proposals, and the organizations which submitted them, are as follows:

1. The Memphis Chamber of Commerce proposes that the national Chamber should advocate creation of a commission which would define the rights of trade associations and their members

in all respects, including their rights to discuss operating expense, sources of supplies for materials, prices, trade competition, etc. A study of anti-trust laws and of the Federal Trade Commission's powers and activities would be included. The purpose would be to establish recognized principles which would remove handicaps under which trade associations now operate, through fear that they may violate some law, rule or regulation and be called before a commission or the Courts upon a criminal or civil charge the existence of which, regardless of the merits, is detrimental.

2. The southern central division of the national Chamber recommends that all possible steps be taken to obtain elimi-

nation of obstacles and uncertainties which interfere with the most effective carrying out by trade associations of their function of disseminating information.

3. The National Coal Association proposes that the President of the United States be asked by the national Chamber to direct the Attorney General to institute a test case of such a character that it will determine the legal status of activities of trade associations in gathering and giving to the public statistical information concerning production, distribution, cost and prices when no improper private use of such statistical information by the association or its members is alleged.

National Furniture Warehousemen's Association

Summer Convention at Charlevoix

THE next annual meeting of the National Furniture Warehousemen's Association will be held in Charlevoix, Mich., on July 8 to 11, Tuesday to Friday. City and dates were selected at a meeting of the directors in Chicago in March.

The convention hotel will be the Charlevoix Inn, owned by the Pere Marquette Railway. The Inn faces Pine Lake, a body of water eighteen miles across and connected by Pine River with Lake Michigan. Charlevoix has a summer population of 30,000 and is an overnight run from either Chicago or Detroit. In connection with the Inn there are amusements which will appeal to the delegates—an eighteen-hole golf course, beach bathing, a baseball diamond, tennis courts, boating and fishing, and horseback riding.

On the night of Monday, July 7, the N. F. W. A. directors will hold a meeting. A "League of Nations" will be held on the night of the 8th. "Movies" will be run on the night of the 9th, and the annual banquet will take place on the night of the 10th.

New Members

The directors at their Chicago meeting elected eleven new members, as follows:

Alabama Motor Transfer Co., Montgomery, Ala. E. C. Lowry is president, and R. W. Lowry is secretary.

Baer Fireproof Warehouse Co., Chicago. Charles F. Baer is president, and James F. Dougherty is secretary.

Capital Storage Co., Ottawa, Canada. (Associate membership.) W. D. Morris is president, and F. O. B. Acheson is secretary.

Crown Transfer & Storage, Pasadena, Cal.

Forest Hills Fireproof Storage, Forest Hills, N. Y.

S. H. Graham Co., Inc., Rye, N. Y. Samuel H. Graham is president, and Samuel A. Graham is secretary.

National Warehouse Co., Inc., New York City. William Brown is president, and Ernest Roth is secretary.

O'Brien's Fireproof Storage Warehouse, Inc., New Rochelle, N. Y.

Pitzer Transfer Corporation, Roanoke, Va. A. N. Pitzer is president, and E. R. Hooge is secretary.

Union Transfer & Storage Co., Ocean Park, Cal. Joseph L. Zerboni is manager.

Woodbridge & Co., London, England. (Association membership.) Company is represented in New York by the Suther-

(Concluded on opposite page)

American Warehousemen's Association

EFFECTIVE March 31 the office of Charles L. Criss, general secretary of the American Warehousemen's Association, was removed from Room 1110, Bessemer Building, Pittsburgh, to 545 Wabash Building, Pittsburgh.

The Wabash Building is the passenger terminal of the Pittsburgh & West Virginia Railroad and is located on Liberty Avenue at the corner of Diamond and Ferry Streets.

New Members

The following companies have been elected to membership in the American Warehousemen's Association, it is announced by Secretary Criss:

Leicht Transfer & Storage Co., Green Bay, Wis. Affiliation is with the merchandise and household goods divisions. T. M. Leicht is president and R. M. Leicht is secretary and treasurer.

Moeller Transfer & Storage Co., Montgomery, Ala. With the merchandise division. L. J. Moeller is president.

Pitzer Transfer Corporation, Roanoke, Va. With the merchandise and house-

hold goods divisions. A. N. Pitzer is president and E. R. Hooge is secretary and treasurer.

Wallabout Basin Storage & Terminal Co., Inc., Brooklyn. With the merchandise divisions. George Dressler is president and M. G. Michaels is secretary.

Colyear's Van & Storage Co., Los Angeles, already with the household goods division, has taken affiliation also with the merchandise section.

L. M. Marble of the Marble Laboratories, Canton, Pa., has been elected an associate member, on recommendation by the cold storage division.

National Furniture Warehousemen's Association

(Concluded from page 26)

land International Dispatch.

Decision was reserved on the applications of four other companies, and one member company was suspended pending investigation of its responsibility.

F. L. Bateman, president, commenting on the growth of the association to 679 member companies, urged that the N. F. W. A. strive for 700 members by the time of the Summer convention.

It was voted to have the field secretary, Henry Reimer, undertake the work of indexing convention proceedings and the contents of the various issues of *The Furniture Warehouseman*, the association's official publication.

Walter E. Sweeting presented on behalf of the publicity committee, of which he is the chairman, a sample copy of a proposed periodical publication, and the directors authorized the issuing of an experimental first number. This magazine is for use by members, for distribution among their customers in an effort to educate the public regarding the responsibility and integrity of N. F. W. A. members. The first issue will appear around June 1. It was estimated that the cost to the members would be five cents or less for each copy purchased, and that if every member took as many as 150 copies each, more than 100,000 copies would be absorbed. Methods of distribution were discussed, and suggestions were made that the magazine could be given out over the warehouse counters, mailed to live prospects, disseminated among clubs and other organizations, and given to "key persons," such as physicians, clergymen and other men who, prominent in a community, are the ones likely to be consulted when people move. The magazine, illustrated, would contain human interest stories on moving, some by authors of national prominence; standard information regarding household goods warehousing, and various informative articles on such subjects as how crates are made, protection of silverware, moth prevention, the declaration of value clause, etc. The publicity committee may offer a prize for a suitable name for the magazine. The publication would, for the present, appear twice

a year—in advance of the Spring and Fall moving seasons. An informal poll of the directors present indicated that the directors present would absorb at least 12,500 copies of the experimental first issue on behalf of their companies, and this encouraged the directors to believe that the association would have no trouble in disposing of more than 100,000 copies of the first number.

It was decided that if as many as seventy-five members were interested, the association would go ahead with plans for preparing newspaper advertising "copy" and mats for members in the smaller communities. It was estimated that the cost would be about \$16.50 a month for each member desiring to make use of the material prepared.

The directors voted to issue a pamphlet explaining the causes of pad marks. These will be distributed free to the members in lots of twenty-five or fifty.

Discussion of the long distance removals situation disclosed that a voluntary group of furniture warehousemen met in Chicago, prior to the directors' meeting, and made a careful survey which indicated that future developments might bring about the organizing and operating of a company under the guidance of warehousemen. The subject will be discussed at the Summer convention.

Those who attended the directors' meeting in Chicago are F. L. Bateman, Chicago, president; E. B. Gould, San Diego, first vice-president; William T. Bostwick, New York, second vice-president; S. C. Blackburn, Kansas City, third vice-president; W. Fred Richardson, Richmond, fourth vice-president; Ralph J. Wood, Chicago, secretary; James F. Keenan, Pittsburgh, treasurer; Henry Reimers, Chicago, executive secretary; Ben S. Hurwitz, Houston; William I. Ford, Dallas; Martin H. Kennelly, Chicago; Charles S. Morris, New York; Lee Orcutt, St. Louis; W. L. Smith, Cincinnati; Walter E. Sweeting, Philadelphia; J. H. Troyer, Chicago; Grant Wayne, New York, and R. V. Weicker, Denver.

—K. B. S.

In addition to the foregoing companies the Highland Park Transfer & Storage Co., Inc., Highland Park, Ill., has been elected to N. F. W. A. membership. Earl C. Iredale is president and George B. Anderson is secretary-treasurer. The company is identified with the Iredale Fireproof Warehouse, Inc. of Evanston and Winnetka, Ill.

New England Traffic Members

Recently elected to membership in the Traffic Club of New England are Francis E. Buckley, president of the Dorchester Fireproof Storage Warehouse, Boston; J. M. Hoffman, vice-president and general manager, and Hugh F. Donnelly, superintendent of piers, of the Boston Tidewater Terminal, Inc., Boston; Clarence H. Brownell, manager of the Interstate Trucking Co., New Bedford, and Louis T. Howard, superintendent of the Mills Transfer Co., Lynn, Mass.

Massachusetts Warehousemen's Association

Monthly Meeting

SOME interesting topics were discussed at the March meeting of the Massachusetts Warehousemen's Association, held at The Exchange Club.

C. C. Hewitt, of the National Fire Insurance Co., was the principal speaker. He had been invited to make an address explaining the "Dean System of Insurance Rating," with special emphasis on its application to warehouses and their contents.

Mr. Hewitt placed much emphasis on the necessity for elimination of the various inconsistencies which now exist in insurance rates as determined under the older systems. Giving facts and figures, he showed that the analytic schedule operative under the "Dean System," which has been adopted in some 25 States during the past twenty years, has tended to apportion properly the rates where they occur.

Carried over from the February meeting, where it had been discussed briefly, was the question of the advantages of warehouses signing railroad receipts for goods as "owner's agent" in order to avoid the possibility of being told that they were held liable for freight items sent through later after settlement had been made with the owner.

Walter H. Foster, of the Metropolitan Storage Co., who was unable to be present, sent a letter expressing his opinion for the benefit of the members, as follows:

"As suggested by Mr. Lovejoy, it seems to me that it would be a very good policy for a warehouse company to sign as 'owner's agent,' as it would do no harm in any event, and might be productive of good results. I am unable to see how the railroad company could hold the warehouseman for freight, but it would save trouble, undoubtedly, to sign as suggested. Of course the warehouse firm could as an extra precaution stipulate that it would not be liable by putting itself on record with the railroad or express companies through a letter."

The members were instructed to study carefully a recent Court decision regarding negotiable warehouse receipts which appears to be a most extraordinary finding. Copies of it are being sent to every member by Samuel G. Spear.

A report was made by delegates who attended the annual convention at Houston, Tex., of the A. W. A., and mention was made of the special features that the Boston warehousemen should study, particularly the reports of the committee on simplification of forms and methods, and that of publicity and advertising.

Gardner Poole, new president of the A. W. A., responded to the greetings of the Massachusetts association and outlined his views for progress in the industry.

Anson M. Titus, secretary, spoke on

"Pool Car Distribution." He called attention to the legislation relative to the adaptability of the "Victory Plant" at Squantum for port terminal facilities, and also to the "Zoning" plan for Boston.

The members were told that it was only a question of time when the matter of putting warehousemen under the jurisdiction of the Public Utilities Commission would be broached in the Bay State.

—S. F. Holland

Pacific Coast Furniture Warehousemen's Assoc.

Northerners Meet

STANDARD estimating and long-distance hauling rates were taken up at length at the April meeting of the northern division of the Pacific Coast Furniture Warehousemen's Association, held in San Francisco on the 5th. Reed J. Bekins, vice-president for this district, presided as president of the local branch and introduced the new year by urging all the membership to cooperate in every way with the committees of the N. F. W. A. in seeking solutions of pending problems.

"The national problem, in virtually every instance, is the local problem," said Mr. Bekins, "and in helping the N. F. W. A. to answer the questions put before it, we are finding solutions to our own person problems here on the Coast."

Martin Bekins, who recently returned from an eighteen-months' tour around the world, spoke briefly on furniture warehousing in other countries.

Standard estimating was then put before the meeting as one of the most, if not the most, important problems confronting the furniture warehouseman. "The present system of estimating," said Reed Bekins, "is irregular and bad, unsatisfactory to warehouseman and to customer alike. We are trying to get a system with a common blank form for estimates which will give the public an idea of costs."

During ensuing discussion it was brought out that the majority of the membership believes the time will come when estimating will be done along certain standards, with standard forms in use by all warehousemen. Estimators are honest, but the element of human error is always present and other factors influence the judgment of the estimator. The Lawrence warehouses, Sacramento, have been taking detailed data on every packing job for six months, including separate pieces and the cost of each, in an effort to arrive at an average figure. It was brought out that the packing part is the most important in this problem. The association's former president, John Driver, called attention to the blanks formulated by Henry M. Burgeson, in southern California, and ordered printed at the expense of the association at the Berkeley convention in February.

On motion by Mr. Monroe of the Lawrence company, the chairman was authorized to appoint a committee to investigate the problem of estimates in the northern section and to work with the committee from the southern division in an effort to find a solution.

M. B. Driver, discussing the matter of estimates, asked the twenty-eight members present how many knew the percentage of profit earned on packing jobs. Not a man present knew, and it was suggested that it was as easy to figure this profit as to figure that on individual truck operation. Hervey Lyon, Oakland, added that "if we are selling a thing for double what we pay for it, in the furniture warehousing business, we actually make only 10 to 12 per cent on it," and he added that "the majority of furniture warehousemen are very seriously fooled on the percentage of profit they actually take."

Packing labor costs \$1.35 an hour, A. J. Becker said he had learned; yet the price his firm has been getting from the customer is \$1.25 an hour, the difference being taken up by profit on the material.

Reed Bekins said his firm had been making a careful check on the cost of wrapping goods for storage, taking large jobs and keeping detailed record of labor, material, time and so on. "We found that we had to add 25 per cent to the cost to make up for wasted time and wasted and spoiled materials, etc.," he said.

Discussing the plan to take the average costs of packing a number of pieces of the same kind—say, a number of dressers, chairs, tables, pianos, and so on—and then figuring an average rate on which to base estimates, Mr. Allen brought up the point that when all costs were taken on each piece, and then a figure set on a lot of miscellaneous pieces—say a house filled with furniture—experience has taught him that he was 12 to 25 per cent out on the total. "Only in one case of many did we hit close to the facts," said Mr. Allen. "We usually came out with about 12½ per cent loss on crating and packing for storage. The actual cost is almost invariably higher than the estimate, due largely to lost time and other waste which it seems impossible to eliminate."

Mr. Monroe suggested that it might be a good plan to make the estimate and then add 10 per cent to cover this waste, but that even with such a method a uniform basic rate would be needed. Mr. Stern questioned whether all could give the same estimate, even with an average basic rate from which to work, saying, "Owing to the difference in the number of small articles in a house, requiring more time to pack, especially since the estimator is rarely if ever told of all the small things in a home, it seems to me that if we send out five estimators, we shall have five different estimates."

Reed Bekins replied to this by saying that with a uniform rate schedule the estimator could give a closer approximate estimate, and that all the estimators, working on the same basis, would get more nearly the same result. He added:

"The present condition with regard to estimates on furniture packing and storing has caused and is maintaining a lack of confidence in the public mind. The many and varied estimates offered cause the prospective customer to lose faith in both the honesty and the ability of the furniture warehouseman. Closer estimating will go a long way toward re-establishing this confidence, and what the furniture warehouseman needs more than anything else is the confidence of the public, not only in his personal integrity and honesty, but in the ability of the entire industry."

In further discussion it was brought out that the comparative speeds of packers were a large factor in figuring the charge for packing and storing. "Time of packing is the essence of the estimate we give to the customer," said Mr. Stern. "Some very good and reliable packers are too slow; some very much faster workers are careless. Where is the happy medium in packers?"

Fred Warren, Sacramento, asserted that the lump estimate as a rule pleased the householder better than the itemized statement, and injected into the discussion the benefits of the estimate on the 100-lb. basis, that is, entirely by weight of the goods, when packed. Clarence Lockett, Sacramento, approved this method, saying he had tried it and found the customer almost invariably better pleased with it than with the estimate. The public scale could be used as a check on weights, he said, and the customer could see exactly for what he was paying.

M. B. Driver suggested that a fair 100-lb. rate could be ascertained by comparing a number of costs on past jobs of known weight. Mr. Allen told of estimates on the same job which had varied by as much as \$75, thereby causing the customer to believe that all furniture warehousemen were either dishonest or incompetent; he declared this should be remedied.

Mr. Stern considered the 100-lb. method of charging for a packing job unfair to the customer, citing the example of the piano, or the heavy case of books, taking less time and work to pack than a 15-lb. chair, but costing the customer twenty times as much. "There is often a heavier weight of goods to be packed in a five-room house of a musician or a book-lover than there is in the ten-room house of the man who is not so fond of music or of books," he said. "The goods in the five-room house would cost far less to pack, yet their owner would actually pay more, on this basis, than the owner of the house of twice the size of his own. This seems to me to be unfair."

Clarence Lockett replied that the use of the 100-lb. rate would have to be based on an average, so that the crating of a 1600-lb. piano, which might be charged at \$30, would be lowered to its actual cost. He thought that in the end, taking the house run of furniture, the charge would automatically even itself. "The 100-lb. rate in long-distance hauling," he said, "has removed many troubles; I believe the 100-lb. rate in packing would do the same for that department."

It was brought out that the 100-lb. rate

was now in use for packing and hauling combined between San Francisco and Los Angeles. Many believe this charging by weight unfair to the customer and dangerous to the warehouseman, and that each customer should pay for the actual time, labor and material used on his own individual job. A fixed charge for each of several classifications under this weight system was suggested, but many believed that this would keep the furniture warehouseman continually in hot water. John Driver said his company always had found it necessary to charge by the time and material method when the customer wanted the cheaper rate. Mr. Allen suggested that if rates on packing were to be standardized, then materials and methods of packing also must be standardized or the whole scheme would fail.

E. C. Lyon, Oakland, injected comedy into the meeting by saying:

"If you drive a Pierce-Arrow into a garage, and I drive a Ford in at the same time, does the garage man say, 'Well, the Pierce-Arrow weighs 3000 lb. and the Ford 1000 lb.; the charges for the same job will be \$25 on the Ford and \$75 on the Pierce-Arrow'?"

"Did you ever hear of a garage man, or any other kind of a service man, charging by weight? All other service business is done on a time and material basis. That is the only way for us to charge, and on that basis only can we make an estimate which is fair to the customer and shows us a profit. How much it actually costs? That is the question. If we try to do this job by any other method, we will be trying to do something no other business ever has succeeded in doing."

Mr. Allen reported on two shipments, founded on the same costs of material and time, one of 2450 lb. and the other of 2250 lb. The former actually cost \$2 per hundred lb. to pack, and the latter (lighter) \$3 per hundred lb. "How," he asked, "would you have come out on those on the hundred-lb. basis?"

At the end of the discussion the majority opinion seemed to be that the only successful way to pack, to estimate for packing and to charge therefor, was on the time and material basis.

Long Distance Moving

The chairman then brought up long-distance moving, calling on the warehousemen to get together on a definite plan. He called attention to the Duval bill, enacted at the recent session of the California Legislature, imposing a 4 per cent tax on the gross business of companies having franchises for this business. The Railroad Commission appears to be tightening up on all hauling on the highways, and it seemed to be the opinion of the majority of the warehousemen that, before long, the Commission would demand and obtain control of all traffic on the highways. There seemed to be a feeling that if the California warehousemen did not fight for their interests, long-distance moving would be taken away from them and given to companies exclusively operating in this business. The warehousemen had done nothing

themselves, according to speakers at the meeting, but had been contented to follow the draymen, accepting their rates, and making no effort to obtain legislation favorable to their own industry along these lines. It was urged upon the warehousemen that they should work to obtain laws fair to them, rather than to wait until unfair laws had been passed, and then fight such legislation.

Establishment of a fixed rate on the highways was suggested by Mr. Monroe, who urged the meeting to form a committee to work to this end. On motion by J. J. Becker a committee of this character was ordered appointed by the chairman.

Development of greater fraternal spirit among the owners and employees of furniture warehouses was urged by Reed Bekins, who suggested that a bowling tournament be held by the men in each warehouse, teams being selected to meet in the finals of such a tournament. This idea met with approval—with the amendment that those who did not bowl shall have an "African Golf" tournament—and will be carried out.

Clarence Lockett, Sacramento, was elected secretary of the local division, by unanimous vote, and Berkeley was chosen as the place for the May meeting.

—H. H. DUINN

Kansas City Warehousemen's Association

Officers Elected

John A. Groves, president of the Groves Fireproof Warehouse Co., was elected president of the Kansas City Warehousemen's Association at its annual meeting, held at the Kansas City Club in February and attended by about fifty members.

The other officers elected are, first vice-president, H. H. Smith, local general manager of the Crooks Terminal Warehouses; second vice-president, Ellis Lertz of L. Lertz & Son; secretary-treasurer, William Crooks of the Crooks company.

The Kansas City Association has cooperated in effecting an important and interesting bit of service to the industry and to the local community by extending cooperation to the furniture and piano movers in organizing a local body of their own.

This incident and the help extended are the direct and rather striking result of the disinterested and high attitude taken by the warehousemen with reference to an ordinance which was before the City Council requiring bonds by movers. This ordinance provided that every furniture and piano mover should give a surety company bond for \$5,000. When the ordinance came up for discussion there was a crowd of movers present to oppose it; some of them made representations that "the big fellows are trying to edge us out of business." But the suggestion was made to some of the level headed movers that a committee be appointed to

find out the reasons for such an ordinance, and the motives that might be behind the support that might come to the ordinance from any warehousemen. This committee investigated, with the result that the attitude was entirely changed.

"Protection of All"

Instead of finding hostility, and a desire to eliminate competition, on the part of household goods and merchandise storage and transfer interests, the furniture movers found that the others had some big ideas and purposes for the protection of all, and for the raising of standards. A luncheon meeting was arranged, by committees from movers and warehousemen, for the purpose of discussing the formation of a movers' association, for the mutual benefit of the movers, their cooperation within their own ranks, for their common interests. The furniture warehousemen made many suggestions as to the value of organization, and these struck a responsive chord, and the movers decided to follow them.

The movers themselves, when they began to see what an organization might do, developed further ideas of their own of the functions and services. They began to realize that situations regretted and considered unavoidable, might be corrected. And they began to see many ways in which they could help each other, without damaging but rather with promoting their individual interests. One idea that seemed to strike them forcibly was that if they got together, cultivated acquaintance, and discussed their business as an industry, they would take more pride in it, and would raise their standards. One of the movers was particularly enthusiastic over the prospect that the existence and work of the organization would result in improving the appearance of trucks used, instilling of attention to equipment, and so enhance prestige before the public, for the individual and for the group.

Something Concrete

Copies of *Distribution & Warehousing* were displayed at some of the joint meetings, to demonstrate to the movers the value of organization work. Articles were shown which contained summaries of experiences, or definite suggestions. One, which appealed particularly, displayed well painted trucks in good condition, and outlined the advertising value of the sides of the truck for the mover.

Among the prominent moving companies, many of which handle household goods and pianos and merchandise, represented in the group forming the new association are the W. E. Murray Transfer & Storage Co.; the Big 4 Transfer & Storage Co., represented by S. R. McNeal, an enthusiast on organization, and the Kathrens Transfer & Storage Co.

There are about 100 companies and individual movers eligible to the association, while there may be a hundred or so other movers, with one or more trucks, who do not specialize in commercial hauling as established companies.

Kansas City has two organizations touching the interests of furniture and

piano movers. One is the Kansas City Warehousemen's Association, including household goods, merchandise and cold storage warehouse companies. The other is the Team & Truck Owners' Association, to which most warehousemen have belonged, but which covers so wide a field that the furniture and piano movers' specific interests are practically buried.

A State law provides a bond of \$25,000 for warehousemen. There is no State law regarding bonds of movers. It seems likely that the new association will seek to bring about passage of the pending ordinance, or another, requiring bond, as one factor towards improving standards and prestige of responsible movers.

—Ben S. Brown

New Jersey Furniture Warehousemen's Assn.

Tierney Policy Indorsed

THE transit insurance policy offered by Howard S. Tierney, Inc., which had already been approved by the National and New York associations, was indorsed by the New Jersey Furniture Warehousemen's Association at its March meeting, held at the Down Town Club, Newark, on the 19th. Mr. Tierney was present and gave a detailed explanation of the policy.

It was announced that the cost accounting committee was arranging a meeting of New Jersey warehouse audi-

tors, accountants and bookkeepers for a review and study of the cost forms presented by the N. F. W. A. at the National's convention at Houston in January. Criticisms and recommendations will be invited from the men who attend the New Jersey meeting. The cost accounting committee plans also to make a study of the hourly moving problem.

TRUCK OWNERS FORM AN OKLAHOMA ASSOCIATION

Twenty-five representatives of warehouse and transfer companies and other firms owning motor trucks and motor busses in Oklahoma met in Oklahoma City recently and organized a State association. R. A. Weicker, secretary of the O. K. Transfer & Storage Co., Oklahoma City, was elected secretary and treasurer. The president is Ward Faulkner, president of the Ward-Way Bus Co., Muskogee.

In the first few days of its activities the new association was successful in defeating various measures then pending before the State Legislature, these bills including one to tax motor trucks and busses heavily. And the association placed before the Legislature some constructive plans for the enactment of laws which would benefit both the State and the truck and bus operators. Better highways and the development of motor transport of household goods are on the new organization's program.

Michigan Furniture Warehousemen's Association

Yearly Meeting in June

THE annual convention of the Michigan Furniture Warehousemen's Association will be held on June 9 in Detroit. Warehousemen from other States are expected to attend and will be asked to express their views on interstate problems affecting the industry.

Representatives of warehouse companies in nine Michigan cities attended the association's meeting held at the Bancroft Hotel in Saginaw on March 10. The president, L. H. Tanner, Detroit, outlined plans for preparing an interurban moving bill, to conform with similar measures in other States, for presentation to the Michigan Legislature, and to this end he appointed a legislative committee comprising John F. Ivory, Detroit, chairman; H. H. Hardy, Lansing, and G. Van Haaren, Bay City. E. M. Radcliffe, Grand Rapids, was appointed chairman of the publicity committee, and an insurance committee was designated comprising S. U. Blake, Detroit, chairman, and Frank Zech, Detroit.

The Safety Storage & Cartage Co., Saginaw, and the Richards Storage Co., Grand Rapids, were elected to membership. William R. Hoag, Chicago, of the Trans-Continental Freight Co., attended the meeting and was elected an honorary member of the association.

"Conscience Money" Bill Paid Three Decades After Falling Due—Plus Interest!

By K. H. Lansing

IF somebody had owed you a bill for thirty-four years—

And you had hoped for the first ten or fifteen years—

And after a quarter of a century had oozed by you had given it up in despair—

And after thirty years you had forgotten all about it—

And then some fine morning you had opened your mail and found in it a check, paying the bill in full, with interest—

Wouldn't you be flabbergasted?

Well, all this happened to Charles G. Wightman, who was proprietor of the Penn Storage & Van Company, Philadelphia, when the bill was incurred and until recently, when he became vice-president of the Atlas Storage Warehouse Co., Philadelphia. "Charlie" Wightman is known all over the country as secretary-treasurer of the Pennsylvania Furniture Warehousemen's Association and his many friends will be interested in learning of this interesting event, which strengthens one's faith in the honesty of humanity, and to know

that "Charlie" is surviving the shock of the check's final arrival after all this water has swept under the bridge.

It was a woman, as usual, who did the unexpected. It wasn't her personal bill, but it was that of her husband, who, as the letter accompanying the check explained, had died, and she has been settling his accounts.

The letter, dated Feb. 29, 1924, reads as follows:

"The inclosed bill could not be paid at the time, and my husband died not long after. It is possible now to pay some old accounts, and I hope the inclosed check (with bank interest) will be satisfactory to you."

The letter was received by Mr. Wightman on the following day, March 1, which he noted in pencil at the top. He wanted a tangible and graphic record of the whole incident, so he hurried and had a photostat layout made of original bill, letter and check. (See illustration on page 14.)

The bill shows the oddly old-fashioned

type and style used in 1890, when it was issued, the date being Sept. 26. In the upper left-hand corner is an impressive cut of a horse-drawn van. The bill is made out to "Mr. F. A. Marchant" and the entry shows that the amount was for \$17 for hauling, and that there was a partial payment of \$5 cash, reducing the account to \$12. The check, made out on a blank of the Merchants' Trust Company of Camden, N. J., is for \$24.24.

It will be noted that the address of the Penn Storage & Van Co. on the bill-head—2136 Market Street—is the same as that when the business was taken over a short time ago by the Atlas company, also that there was a branch at 3420 Market Street.

This incident of the bill and check, after a lapse of thirty-four years, surpasses anything in the way of "conscience money" within the experience of the Philadelphia warehouse trade.

"And the interest, too!" says "Charlie" Wightman thoughtfully whenever he looks at the pictured layout.

TWO BITS

Vol. IV. No. 11

A Bit Here, A Bit There

Gotham, May, 1924

Our Poem Department

"TWO BITS" has discovered within our industry a manufacturer of elegant verse, in the modest personage of Wilson V. Little, mgr. of the Western Whsing. Co., Chicago. Ye Ed. does not pretend to be a professional critic of rhythmic effusions beyond indorsing those of Don Marquis, one of Gotham's mediocre Kelly pool players, or beyond admitting a distaste for those of Bill Shakespeare, whose Kelly pool playing we have never read regarding.

But we like to think that we recognize a good poem when we see one, & the one subjoined herewith, written by W. V., lies within that category on a/c it possesses real literary merit.

By way of explanation, it will maybe be recalled that *Distribution & Warehousing*, one of *Two Bits's* contemporaries, published on p. 19 of its March, 1924, issue that J. U. Nicholson, gen. mgr. of the Central Stge. & F'w'd'g. Co., Chicago, had authored a vol. of romantic poetry yclept "King of the Black Isles."

Well, it seems like J. U. is a member of the Illinois Assoc'n of Storagers, which at a recent meeting decided that its prexy should write "a congratulatory letter in verse" to J. U. conveying the assoc'n's "pleasure and pride" on a/c of J. U.'s "literary achievements." Also, it seems like W. V. happens to be the assoc'n's prexy, & so the task of manu-

facturing the verse fell to W. V., & here is W. V.'s real literary offering:

To King "Nick"

By Wilson V. Little,

Prexy Illinois Assoc'n of Storagers.

Whence springs this bard that sings of Samarcand,

That lutes of Sapphic loves on Lesbos' isle;
Whose vagrant muse frequents each classic land

From Helen's Troy to Cleopatra's Nile?

Whence comes this expert analyst to deal
Of passions, old when first the world began;
Ransacking all the ages to reveal

The wiles of woman, the desires of man?
And whence this skill of measure and of rhyme.

This knowledge of Romance and of the Sea;
Of heroines and heroes, gods sublime,
Abject in lust and human frailty?

We little knew he treads Parnassus' heights,
Our fellow in pursuit of sordid gain,
Commingleing with us lesser earthly wights
In marts of trade, to poesy profane.

While he stores goods and handles lowly wares

And leases all his lofts of wide expanse.

His spirit wanders forth to dryad lairs
And joins the nymphs and fauns in Bacchic dance.

Their joys, their griefs, their virtues and their sins

Portrays he in a vivid rhythmic line:

'Mongst us, with accents musical he wins

A poet's fame, 'mongst bards esteem benign.

So, Ruler of the Ebon Isles, renowned,

Companion of our toil, leisure's delight,

We glory in the praises that resound

In honor of our friend "J U" tonight.

And "Nick," King "Nick," we bring our

homage, too:

Bend we the knee to your majestic self:

A word of counsel, though, we'd say to you:

Don't leave the field wherein you've made

your pelf!

News Items

One mo. more & we will be closing Vol. IV of this *gibré* publicat'n. We are the only magazine of its kind in the U. S. & Canada, & many say that it is 1 too many.

Art Smith, the Wash'ton, D. C., storager, has gifted Ye Ed. with a sewing kit comprising 25 needles for mending on buttons, darning socks, etc., etc., & etc.

If you got any equipment or apparatus to sell, 2nd-hand or new, & nobody in your town wants to buy it, but you think maybe you can palm it off on somebody in some other town—don't advt. in *Two Bits*. Try our 6-cts-a-word Spotlight Department for results. Our 6-cts-a-word Spotlight Department is on p. 123. Read it *now*—& then come back to *Two Bits* for your serious reading, which costs you nothing per word.

Next Month

THE Great Oil Scandal at Washington, D. C., is directly linked up with the storagers' industry.

Two Bits will carry a scandalous expose in our June issue.

The Central Storage Co., Kansas City, has complimented *Two Bits* with an elegant ash tray—in black to match our mood when trying to edit this sheet when nobody comes thru with editorial contributions.

Some anonymous person has gifted us with a Valentine in the form of a celluloid paper-knife fashioned as a red-headed lady virtually entirely unclad.

Syd Green, the Petersburg, Va., storager, who gifted us recently with a mid-iron golf club, was to Gotham last mo. (April) & would hardly speak to us on a/c he was mad on a/c the March *Two Bits* denominated his gift as a 2nd-hand one. Syd says it is a 1st-hand club, but how are we to know that when we have not played any golf yet on a/c nobody has gifted us with (1) 1 brassie; (2) 1 spoon mashie; (3) 1 mashie-niblick; (4) 1 niblick; (5) 1 putter; (6) also 1 good jigger; & (7) 1 golf bag, to go along with Syd's ???-hand golf club?

Where will you spend your Summer vacation? Drop *Two Bits* a postcard & get your name in print. We could start a Society Department if we got enough cards. Sign your name so we will know who you are.

Our Poem Department is omitted some months on a/c nobody contribs any poems.

News are scarce at this writing.

Our Tobacco Department

Ye Ed. acted as sec. of the Big 4 Transfer Co. meeting in Gotham of late & revd. 2 boxes of cigars as our reward. Each was an excellent-looking box as far as boxes go.

Geo. Rhame, Minneapolis, sec. of the Central Storagers' Club & sec. of the Minnesota Storagers' Assoc'n, has gifted Ye Ed. with an excellent-looking box of quasi-elegant stogies with instructions that they are to be "smoked at an angle of 33 degrees."

Ralph Wood, the Chicago storager, sec. of the Nat'l Furniture Storagers' Assoc'n mailed us 1 of his new gold-tipped cigarettes which he has imported from Egypt. Ralph is wearing spats to match.

Alt-Greeley, the Cleveland storager, has gifted us with a pkg. of his favorite cigarettes.

All of Dan Bray, the Kansas City storager's matches have been consumed, & all of the Big 4's, Geo.'s, Ralph's & Alt's contributed weeds are valueless unless Dan comes thru with a new supply. They are probably valueless anyhow, including Ralph's spats.

\$250,000 IN ART IN A 'FRISCO MOVING JOB

JOHN R. DRIVER, secretary of the Students' Transfer & Storage Co., Berkeley, Cal., is preparing to hang out his shingle as a mover of diamonds, white elephants, dodo-birds and dinosaur eggs, without insurance and with full guarantees of everything the customer wants.

The reason back of this is that recently Mr. Driver moved \$250,000 worth of oil paintings, tapestries and other objects of art across San Francisco Bay from the Palace of Fine Arts in the Golden Gate city to the University of California's Museum of Art at Berkeley, and then turned right around and moved half of them back again to the Museum of Anthropology in San Francisco.

There were twelve pieces in the collection. One of them, an oil painting entitled "Forest of Fontainebleau," painted by Rousseau, is valued at \$100,000 and was bought in competitive bidding against the King of Italy some years ago. Mr. Driver did not care so much about the value, as he himself went along as personal insurance on the seven-mile trip, but he did think twice about the size, as the famous forest, reduced to canvas, is 14 by 10 feet. With other large paintings it had to be lashed on the tailboard of a motor truck.

Witnesses testify that Mr. Driver, past president of the Pacific Coast Furniture Warehousemen's Association, rode on the tailboard himself with one hand on the painting and the other on his pocket-book, but there is no proof that he did not ride inside, on one of the tapestries.

The University of California sent two men and the owner of the paintings had one man on the job, and Mr. Driver took two of his own men, so that there were five men, in addition to Mr. Driver, engaged in moving this, the most valuable vanload of "furniture" ever to be moved across San Francisco Bay—and said to be the first time that such rare objects had been moved without insurance other than the word of an established warehouseman as their protection.

Not a thing was damaged, nothing was lost, on either trip, and the custom-

ers expressed themselves as more than pleased with the manner in which the whole job was handled, from the taking down and packing of the art objects to their final disposition at destinations.

One of the pictures on page 15 illustrates a few of the art objects which the Students company moved.

The Radio—and an Arrest

How a policeman in Tucson, Ariz., identified a warehouse employee wanted in New York on a forgery indictment through a general alarm sent out by the police of New York on the radio was revealed, early in April, when Henry F. Niemeyer, formerly head bookkeeper for the Eastern States Warehouse & Cold Storage Co., New York City, was locked in the Tombs in New York in default of \$12,500 bail.

Niemeyer, 24 years old, was alleged to have obtained \$20,000 by forgeries when he left a Brooklyn hotel with his bride a few months ago. He had been on a salary of \$32 a week and when his employers read of his elaborate wedding they began an investigation and the indictment followed.

Late in March the Tucson police notified the New York district attorney that they believed Niemeyer was the young man who had acquired part ownership of an electrical business in Tucson. It developed that a motorcycle policeman had arrested Niemeyer on a charge of speeding and he had read the description broadcast by radio by the New York authorities.

Brooklyn Blaze

Fire swept the top floor of a five-story brick building occupied by the Wallabout Basin Storage & Terminal Co., Inc., at Flushing Avenue and Skillman Street, Brooklyn, early in April. Sixteen men were at work on various floors and John Burke, a foreman, lost his life. Two other men were saved by jumping from a fifth story window into life nets.

LIABILITY OF EXPRESS CO. FOR WRONG DELIVERY

(Concluded from page 21)

"Except as provided in the following section, a warehouseman shall keep the goods so far separate from goods of other depositors, and from other goods of the same depositor for which a separate receipt has been issued, as to permit at all times the identification and redelivery of the goods deposited.

"If authorized by agreement or by custom, a warehouseman may mingle fungible goods with other goods of the same kind and grade. In such case the various depositors of the mingled goods shall own the entire mass in common, and each depositor shall be entitled to such portion thereof as the amount deposited by him bears to the whole.

"The warehouseman shall be severally liable to each depositor for the care and redelivery of his share of such mass to the same extent and under the same circumstances as if the goods had been kept separate.

"If goods are delivered to a warehouseman by the owner or by a person whose act in conveying the title to them, to a purchaser, in good faith for value, would bind the owner, and a negotiable receipt is issued for them, they can not thereafter, while in the possession of the warehouseman, be attached by garnishment or otherwise, or be levied upon under an execution, unless the receipt be first surrendered to the warehouseman, or its negotiation enjoined. The warehouseman shall in no case be compelled to deliver up the actual possession of the goods until the receipt is surrendered to him or impounded by the court."

Brooklyn Company Elects

At the recent annual meeting of the stockholders of the Brooklyn Warehouse & Storage Co., Brooklyn, these officers were re-elected:

President, Harold T. White; vice-president, Herbert L. Bridgman, publisher of the Brooklyn Standard-Union; secretary, Guy Du Val; treasurer, William Frothingham. The foregoing were chosen directors, together with Chauncey M. Depew, Jr., Howard F. Whitney, Harry M. Demott, Charles Jerome Edwards, Jackson A. Dykman, David H. Lanman, Anson B. Moran, William H. Tubby and Andrian Van Sinderen.

New Los Angeles Company

The General Warehouse Co. has been organized in Los Angeles to engage in the distribution, storage and general warehouse business, with offices at 309 North Meyers Street.

The president and manager is Charles F. Southworth, formerly with the Merchants' Warehouse Co., San Francisco, and the Southwestern Wharf Co., East San Pedro, Cal. George J. Vogt is secretary and Marshall Barry is treasurer.



Some of the paintings in the \$250,000 collection of art objects removed by the Students company were too large to go inside the van so they were parked on the end-gate. Here is how they looked when all loaded and ready to roll

RISE OF C. S. MORRIS IS TOLD IN AN INTERVIEW

CHARLES S. MORRIS, past president of the National Furniture Warehousemen's Association and the New York Furniture Warehousemen's Association, is the subject of one of the New York *Evening World's* series of sketches being published under the title, "Men Who Won Success in Business After 40."

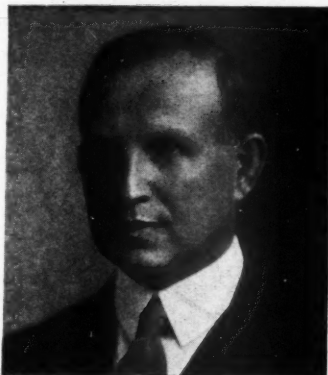
At the President's Day Luncheon of the Rotary Club recently a questionnaire was given to 120 heads of organizations in New York City. The first question asked was "Has a man a chance to succeed in business after he is forty years of age?" Ninety-five per cent of the men answered "Yes." Thirty-two per cent said they had not started to become a success until after they had reached that age. The *Evening World* article says:

"This is the way Charles Morris, president of the Metropolitan Fireproof Warehouse Corp., answered his questionnaire:

"1. In your opinion has a man a chance to succeed in business after he is forty years of age? 'Absolutely yes.'

"2. What is your advice to youth?

"CHARLEY" MORRIS



A president who "sold matches on the street at nine"

'Find your niche in life and then proceed to fill it.'

"3. What is your favorite motto? 'The greater the trials, the sweeter the accomplishment.'

"4. What was your first position? 'Office boy.' (a) At what age? 'Twelve.' (b) In what city? 'Philadelphia.'

"5. Where were you born? 'Philadelphia.'

"6. Did you attend (a) night school? 'Yes.' (b) High school? (Not answered.) (c) College? (Not answered.)

"7. What is your rule for success? 'Learn the business in which you engage from the ground up.'

"8. How many people do you employ? 'Fifty.'

Subsequent to the Rotary Club luncheon Mr. Morris was interviewed by an *Evening World* reporter, who quoted him as follows:

"I went to work before I was twelve. I sold matches on the street at nine. But my first real job was in the ware-

house. There is a little jingle in the opera of Pinafore that I remember very clearly. It goes like this:

*"When I was a lad, I served a term
As an office boy in an Attorney's firm,
And I served my term so cheerfully
That now I am the ruler of the Queen's Navy."*

"I'm going to take a little liberty with the jingle and say:

*"When I was twelve, I went out to hire,
Sweeping up an office and attending a fire,
I attended my duties so cheerfully
That now I am the president of the Company."*

Upward Bound

"From office boy I was promoted to work on the vans of the warehouse company and then proceeded as a packer. At twenty I came to New York City, but went right into the warehouse business because that was the one thing I knew. From packer I became an estimator, later secretary and now" — (Mr. Morris laughed) "I don't mean to be egotistical but—I am president. I merely go through all this in the hope that some man of forty will see how it can be done.

"Being a president is not always the cinch it is cracked up to be; true, we don't have to have a grandmother die when we want to go to a ball game, nor do we have to concoct any excuse to satisfy the boss when we want to play golf.

"Some men rise to be president by being rail splitters, some by driving a mule on a tow path, others by genius and some few by pull, but, generally speaking, getting to be president is earned by dint of hard work, attending to one's own knitting and keeping in touch with the organization of which one is a part."

1924 Custom House Guide

The 1924 edition of the Custom House Guide has made its appearance and contains a wealth of information for warehousemen and shippers in its 1472 pages. It was first published in 1862 under the title "Warehouse Manual and General Custom House Guide," and the new volume, costing \$5, is for the information of warehousemen, customs brokers, exporters, importers, steamship and railroad officials, shippers and shipping agents, forwarders, truckmen, insurance brokers, bankers, custom officials and representatives of other business interests. Copies may be obtained at the Custom House Guide, Brokers' Room, Custom House, New York City.

Information regarding warehousing relates to bonding procedure; warehouse entry (goods in storage under such entry as distinguished from "general order"); customs regulation; commodities prohibited from storage in New York; receipts; terms and conditions; lists of bonded and free storage plants in the various ports; New York Board of Fire Underwriter regulations, and various warehousing trade associations.

A new feature of this year's book, as compared with previous editions, is the special information regarding importing goods into the United States. Procedure and regulations are set down in detail.

MICHIGAN TERMINAL CO. STARTS DETROIT UNITS

CONSTRUCTION of the first three units of the building of the Michigan Terminal Warehouse Co. has been put under way in Detroit. The company is identified with the National Terminals Corp., which operates merchandise storage plants in Indianapolis, Cleveland, Cincinnati and Erie, Pa., and William J. Hogan, president of the National, is president and general manager of the Michigan Terminal Warehouse Co. Elliott G. Stevenson of a Detroit firm of attorneys is chairman of the board of the Detroit company, Robert M. Grindley is vice-president and treasurer, Charles B. Hull is secretary, and the directors include representatives of big business interests in Detroit. The present offices are at 930 Penobscot Building.

The terminal is being erected on a site consisting of more than fourteen acres, served by the Detroit Terminal Railway, the Union Belt line and the Detroit United Railways interurban service. Storage-in-transit service will be provided for coffee importers, sugar refiners, millers and canners, who will be enabled to send their products away from their factories and find a point along the line of shipment where their goods may be stored, with warehouse receipts issued, the goods being reshipped when required at destination.

Contracts have been let for the erection of one three-story building, 100 by 600 ft.; one three-story building, 100 by 400 ft.; and one automobile-loading building, 30 by 600 ft. Units planned for the future include a large refrigeration plant.

The present group of three structures will cost approximately \$1,650,000 and the gross cost of the entire project is estimated at \$6,000,000.

Kansas City Men Honored

Kansas City's public warehouse industry has three representatives on a recently-selected committee of 100 leading business men—a board of "United Councilors"—to pass on projects for the general good and to support such plans. Every profession and industry and the churches are represented. The three warehousemen selected are:

E. P. Adams, president of the Adams Transfer & Storage Co.; S. C. Blackburn, president of the A-B-C Fireproof Warehouse Co., and C. C. Daniel, president of the Central Storage Co.

O. W. Thomas, secretary of the A-B-C company, has been made vice-president of the Kansas City Chamber of Commerce and is in charge of the young men's division.

Army Base Blaze

The Boston Army Base suffered a \$20,000 loss in a recent fire in the east part of Section F of the concrete warehouses. Only bales of raincoats were destroyed.

WAREHOUSE, RAIL, TRUCK AND ELECTRIC COMBINE

ATANGIBLE step for the advancement in coordination of warehouse with steam, electric and motor truck transportation has been made in Indianapolis with the opening of the new plant of Indiana Terminal Warehouse Co., operating as a subsidiary of the National Terminals Co., which has plants also in Cleveland, Cincinnati, Detroit, and Erie, Pa.

At the Indianapolis plant steam lines run directly into the warehouse on an overhead track. Traction lines feed the building at street level. In addition the company operates a fleet of motor trucks for store door delivery.

The terminal is 245 ft. long and 195 ft. wide and has five stories, with floor space exceeding 230,000 sq. ft. Its cost was \$1,250,000 and its construction occupied about one year. All phases of operation are in effect about May 1. Not only is the warehouse the largest in Indiana but it is said to be the country's largest warehousing plant which combines steam, traction and motor truck facilities.

Distribution throughout the Indianapolis territory by traction will be made possible by the new terminal, supplemented by the truck facilities for delivery and pick-up of goods. The plant is located near the heart of the city in the wholesale district and is across the way from the tracks of the Pennsylvania freight terminal.

Freight Terminal for Cleveland

The development of motor freight business has developed in Cleveland to the point where the demand for a freight terminal is to be met by Otto F. Knutsen and William E. Hunger of the Knutsen Motor Trucking Co. They plan to erect such a structure at Oregon Avenue and East Twenty-first Street.

The Knutsen company and nine other firms engaged in transporting freight will use the building. Property with 175 ft. of frontage on Oregon Avenue and 131 ft. on East Twenty-first Street has been purchased for \$75,000 and a contract has been let for a \$100,000 terminal. The building will house twenty-five motor trucks and loads. Two overhead 5-ton cranes will be part of the loading and unloading machinery.

A company will be organized to operate the terminal, construction of which was begun in April.

New Memphis Company

Transfer of the properties of the Memphis Terminal Corp., Memphis, Tenn., which operates one of the largest cotton storage warehouses in the South, to the Memphis Warehouse Co., a new concern chartered under the laws of Virginia, with a capitalization of \$1,800,000, has been announced in Memphis by Joseph Newburger, a Memphis capitalist who is one of the largest stockholders in the new company.

The Memphis Terminal Corp., a mem-

ber of the American Warehousemen's Association, stored also merchandise and automobiles and operated warehouses in Memphis and South Memphis. Its investment is given in the 1924 Warehouse Directory as \$1,500,000.

SIBLEY WAREHOUSE NOT ROBBED:—A CORRECTION

IN the April issue of *Distribution & Warehousing* was published a news story, based on a news story in the *Chicago Herald and Examiner*, to the effect that 8000 cases of pre-war bonded whiskey valued at nearly \$1,000,000 had vanished from the Federal concentration depot of the Sibley Warehouse & Storage Co., Chicago, the alleged withdrawals having been accomplished by means of forged or raised permits for medicinal whiskey, followed by the disappearance of the records, according to the *Herald and Examiner*.

It has been brought to the attention of *Distribution & Warehousing* that the circumstances, as set forth in the *Herald and Examiner*, were wholly without any basis of fact.

Distribution & Warehousing is convinced that in publishing an account of the allegations it did the Sibley Warehouse & Storage Co. an undoubted injustice which entitles the Sibley company to this frank acknowledgment that a mistake was made in making use of the *Herald and Examiner* story.

This correction of erroneous statements is made by *Distribution & Warehousing* with a sincere desire to offset any harmful effects which may have been caused to the Sibley Warehouse & Storage Co. through publication of the allegations in the *Herald and Examiner* story. Such retraction is unquestionably due, and it is offered hereby frankly and completely.

Trucks Displace Freight Train

Annulling its way freight train, the Putnam Railroad, a branch of the New York Central, has substituted motor truck service in Westchester County, New York, to handle less than carload shipments between various stations from Yonkers to Brewster. It is stated by railroad employees that the company has found motor truck transport cheaper, and it assures delivery and collection each day at every station, instead of every other day as formerly. Two 5-ton trucks are being used in the experiment, but it is announced that if the service proves satisfactory and economical, trucks will replace local freight trains on other divisions of the New York Central.

Gramm-Bernstein Reorganized

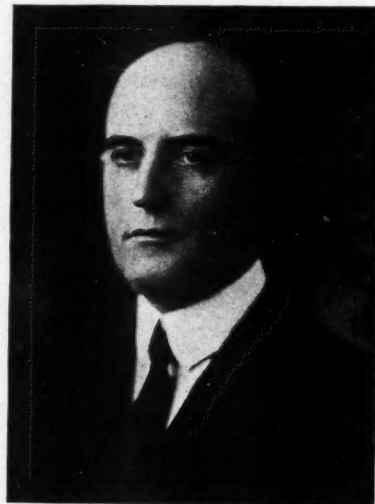
Reorganization of the Gramm-Bernstein Motor Truck Co., Lima, Ohio, is announced, with M. Bernstein as president and E. G. Kirby as secretary. B. A. Gramm will devote his time to sales and publicity.

INTERSTATE TO OCCUPY NEW "KATY" WAREHOUSE

A\$500,000 eight-story warehouse, to be constructed in Dallas, Tex., by the Missouri-Kansas-Texas Railway, will be occupied under a long-term lease by the Interstate Forwarding Co. of Dallas, of which William I. Ford, a director of the National Furniture Warehousemen's Association and a past president of the Central Warehousemen's Club, is president.

The new building, illustrated on page 15, will go up on the site of the old "Katy" passenger station at Market Street and Pacific Avenue. It will be of reinforced concrete and steel construction, fireproof throughout, and will front 100 feet on Market Street and run

W. I. Ford



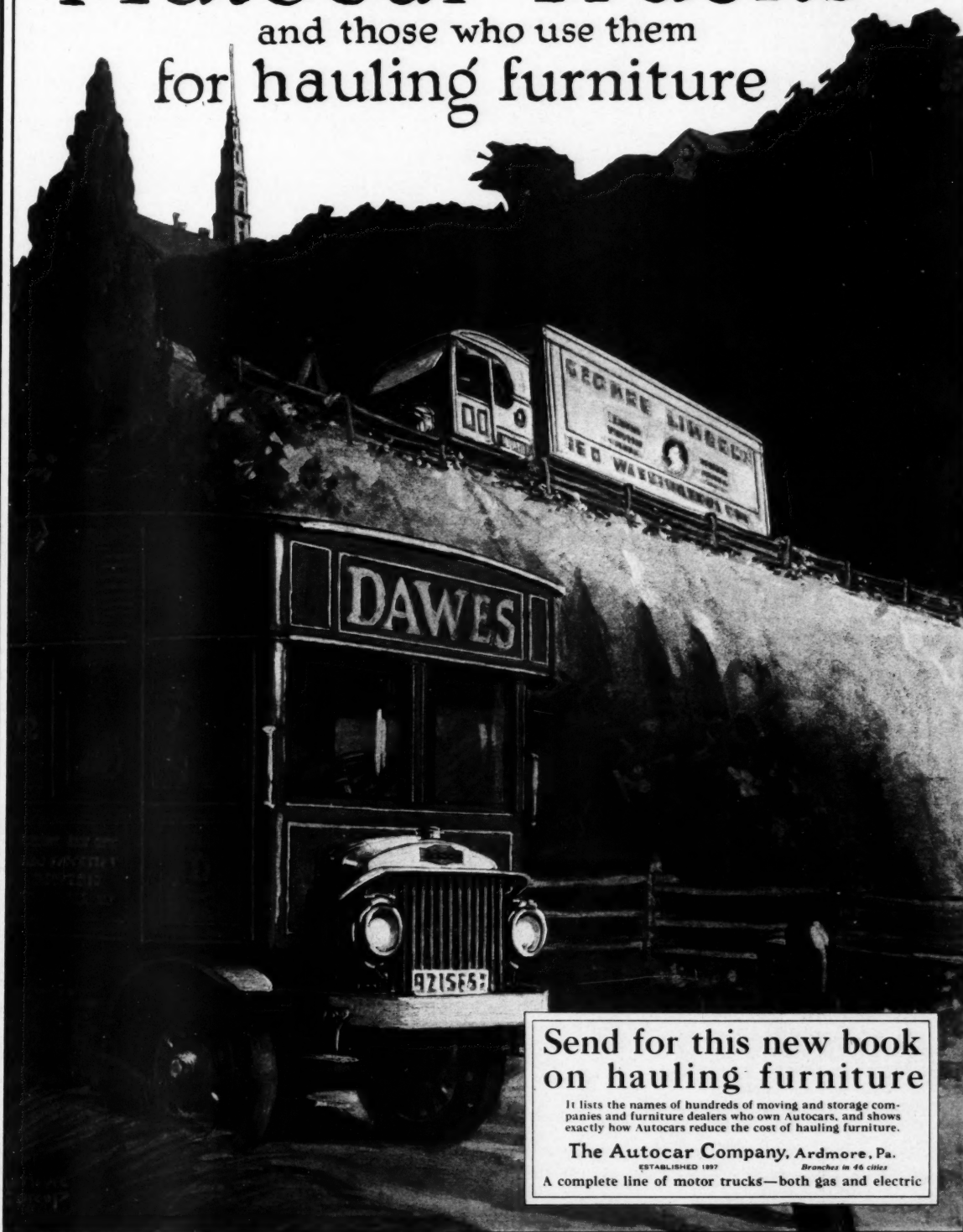
President of Dallas company which will occupy new warehouse of the "Katy" railway

through the block to Jefferson Street for a depth of 200 feet. Its main floors will contain 160,000 square feet of floor space, and with the mezzanine floor the total space will be 171,000 square feet, as compared with 70,000 which the Interstate now occupies at its Elm Street location. It will be equipped with two large freight elevators and one passenger elevator. It will have trackage facilities for ten cars at one time, and the construction will be of a type that will allow of the addition of extra floors if desired.

The first, second and third floors fronting on Market Street will be used for office purposes and to accommodate the Interstate's carload customers. The entire building will be steam heated. Some features of the structure, according to announcement by Mr. Ford, will be steam heated rooms for storage of pianos; vaults for the storage of valuables, and cedar-lined rooms for the storage and care of rugs, declared to be a novelty in American warehouse construction. Special platforms for the handling of automobiles will be constructed.

Autocar Trucks

and those who use them
for hauling furniture



Send for this new book
on hauling furniture

It lists the names of hundreds of moving and storage companies and furniture dealers who own Autocars, and shows exactly how Autocars reduce the cost of hauling furniture.

The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Branches in 46 cities

A complete line of motor trucks—both gas and electric

TRAILER MAKERS URGE PARTS SIMPLIFICATION

A DEFINITE step toward standardization and simplification was taken by the Trailer Manufacturers Association of America at a recent meeting in Detroit. After consultation with representatives of leading firms engaged in producing axles, springs and wheels the members of the association decided to confine their first efforts to these products. The association will assemble blue prints and specifications from trailer manufacturers for use in considering how reductions may be made in the number of types and sizes of axles, springs and wheels.

All makers of the three products will be asked to cooperate, and after the preliminary steps have been taken assistance will be sought from the Division of Simplified Practice of the Department of Commerce of the United States. In order to facilitate the effort meanwhile the association will admit as associate members firms manufacturing trailer parts.

The trailer association has submitted to the Senate Finance Committee a brief urging relief be granted to the trailer industry, under the provisions of the proposed Revenue Act of 1924, and asking also that the status of trailers under the excise tax law be clearly defined. Summarized, the petition urges:

1. That the excise tax be entirely removed from semi-trailers.
2. That in case this general relief is not granted, exemption from taxation be extended to semi-trailers for less than \$1,000.
3. That the status of the trailer and the semi-trailer be definitely determined by specific mention of these two vehicles under Section 600 of the bill now under consideration.

Part of the text of the petition reads:

"We ask your Committee to consider the fact that the total volume of semi-trailer sales is so small that the present tax upon semi-trailers brings the Government a very small aggregate return; that furthermore the total volume of semi-trailer sales is small because the trailer industry is relatively new and now going through a hard struggle for existence and slowly though steadily building up an increased volume of business. We ask you to consider the desirability of fostering this industry which is engaged in the manufacture of a product that reduces the cost of distribution and delivery of nearly all commodities. The difficulties under which the trailer manufacturers are operating and their need of a helping hand from your Committee is evidenced by the fact that during the past two years a large number of these manufacturers have been forced to go out of business. Under present conditions it is to the interest of the general public to foster an industry which is based upon the principle of reducing the cost of living."

Carpet Cleaning Hints

Of interest to the household goods warehouseman who cleans rugs and carpets commercially is a twenty-four

page catalog, "Commercial Carpet Cleaning," issued by the United Vacuum Appliance Corp. (formerly Landers, Frary & Clark), Connersville, Ind.

The booklet, illustrated, presents suggestions in relation to cleaning, moving, types of vacuum devices, accessories, scrubbing machines, the cleaning of used automobiles, beaters, dusting wheels, scrapers, rug poles, shampooing, sizing, advertising, service, etc. A copy of the booklet may be had by applying to the company.

"Telling the Public"

Charles E. Barnes, manager of the Schoenhofen Warehouses, Chicago, is the author of an article in a recent issue of the *Chicago Journal of Commerce* pointing out to shippers the value of the pool car method of distribution.

Washington Has Load Limit

Commissioners of the city of Washington, D. C., have decided to establish a limit of 28,000 pounds for loaded motor trucks, following hearings which have been in progress for several months. This decision is in line with recommendations submitted by the Bureau of Public Roads made by its chief, Thomas H. MacDonald. It is also in accordance with the standard policy of the Motor Vehicle Conference Committee.

"Probably \$25,000 annually is saved by the Federal Government in the transportation of fuel in 7½-ton trucks as against 5-ton units in Washington," testified G. F. Pope, engineer in charge of the Government Fuel Yards, Department of the Interior, before the commissioners at one of the recent weight limitation hearings.

With 7½-ton trucks the Fuel Yards moved 111,282 tons at a cost a ton of 39.9 cents, as compared with 68,700 tons by 5-ton units at 62.3 cents a ton—a spread of 22 cents.

That weight of vehicles traveling over the highways should be those which provide the most economical transportation, and the fact that with the same weight distribution the difference between a 25,000-pound limit and a 28,000-pound limit is so slight that it has no appreciable effect on the highway or street, was brought out by representatives of the Bureau of Public Roads.

"The public will have to pay for one and a half tons that are not hauled if this limitation is enforced," declared one large trucker, adding that greater congestion would result from distributing this delivery among more units. Freight cars were originally designed at about half their present capacity, but larger units developed through necessity and the roadbed was built to carry them, was the analogy drawn.

Emphasis was laid upon the need for enforcement of present regulations to prevent overloading. This the commissioners declared impossible and asked for an agreement among the truckers as to what would be a proper penalty for violation of overloading regulations.

GMC TELLS WAREHOUSING ITS TRUCK SALES STORY

WAREHOUSING as a vocational field for the sale of motor trucks is recognized by the General Motors Truck Co., Pontiac, Mich., by the issuing of an elaborate 32-page booklet, "Warehouse Transportation," which, illustrated, contains warehouse trade information collected by the company during a year of investigation of the maintenance and operation of motor equipment.

The pamphlet contains data on the tractor-truck and trailer system of transport, selection of bodies, capacity weight tables, operating costs, a base rate table for local and long distance hauling, Federal and State legislation and truck specifications. It discusses these problems from the viewpoints of companies engaged in local and long distance moving of household goods, the furniture warehouseman, the general merchandise warehouseman, and the warehouse handling other classes of storage.

The thirty-two illustrations are of GMC trucks used in the warehouse, transfer and moving fields. The long distance base rate table reproduced is the one compiled for the National Furniture Warehousemen's Association by Milo W. Bekins, Los Angeles, and Melvin C. Bekins, Omaha.

A reading of this booklet, the first of its kind addressed by a truck manufacturing company to the storage industry, is commended to warehousemen.

Ohio Law Unconstitutional

Judge E. B. Kincaid of the Franklin County, Ohio, Court has declared unconstitutional a portion of the law enacted by the recent Ohio Legislature increasing the amount of license tax upon a large part of the motor trucks operated within the State. The decision reduces to former classes of taxation and is declared to have the practical effect of depriving the State of about \$6,000,000 in assessments. The Court held that the Act was an unwarranted discrimination against trucks of lesser power.

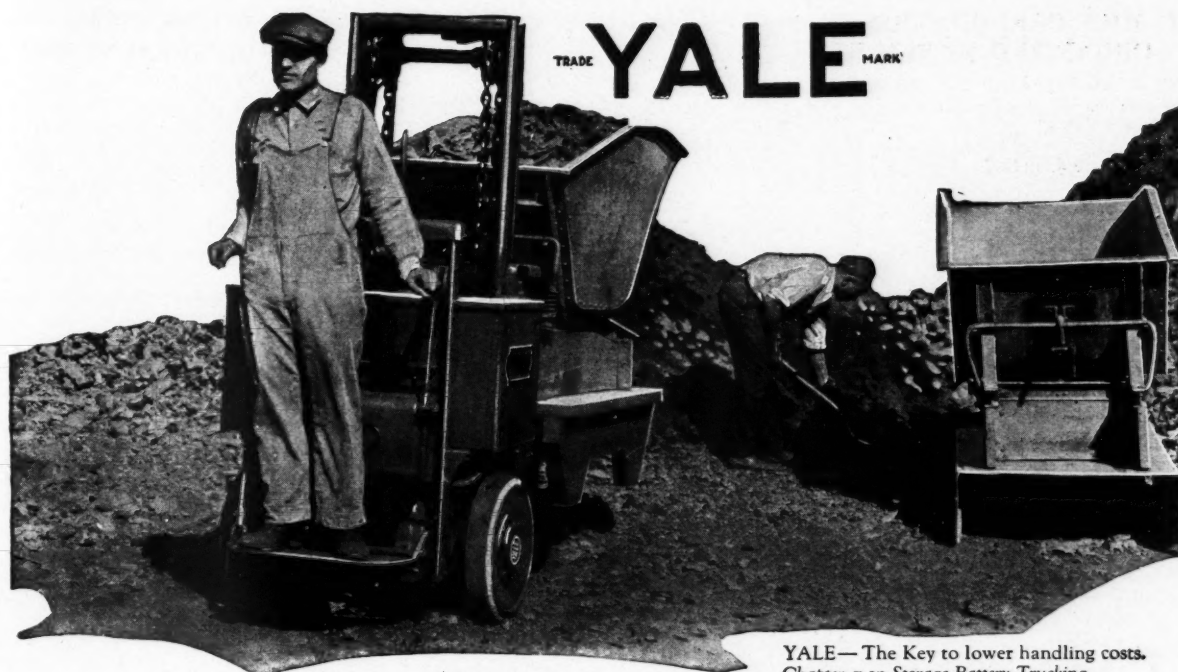
At the same time Judge Kincaid upheld that section of the law which gives the Public Utilities Commission jurisdiction over commercial trucks.

Hamman Bros. to Build

A contract for the erection of a four-story reinforced concrete warehouse, 154 by 53 feet, to cost approximately \$100,000, has been let by the Hamman Bros. Transfer & Storage Co., Decatur, Ill. The building will be on Broadway and extend east to the Illinois Central right-of-way.

J. Achille Dies

J. Achille, general manager of the International Storage & Warehouse Co., New Orleans, died of heart failure on March 11. He was born in Ascension Parish, La., in 1860, and had been a resident of New Orleans for thirty years, during which time he was identified with many local business enterprises.



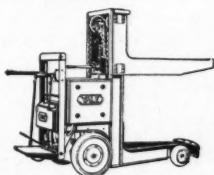
YALE—The Key to lower handling costs.
Chapter 7 on Storage Battery Trucking

K-20 Edison \$2000
Exide \$1775

K-21 Edison \$2025
Exide \$1800



K-22 Edison \$2625
Exide \$2400



K-23 Edison \$1975
Exide \$1750



K-24 Edison \$2075
Exide \$1850



All prices F.O.B. Works with
Edison or Exide Batteries

Are you taxing your dividend?

DO you know that Yale elevating platform trucks may easily increase your dividends?

This illustration shows a Yale K-22 Truck in use. The dump body on the skid is loaded while the full one is taken away and dumped by the truck. This truck is saving the manufacturer over \$4500 per year.

The Yale K-22 is decidedly profitable. It handles all sorts of trucking, tiering and loading; and with gravity dump body mounted on skids, it effectively handles loose materials of various kinds about the plant.

Yale Trucks with standardized parts interchangeable between models show very substantial operating economies.

Let us make an investigation. Our engineers will tell you whether or not Yale Industrial Trucks and electric intraplant trucking will prove profitable under your conditions.

The Yale and Towne Manufacturing Co.

Stamford, Conn., U. S. A.

Yale Made is Yale Marked

YALE Hoisting and Conveying Systems

A. C. RICE CORPORATION ORGANIZED IN ELMIRA

A NEW merchandise and household goods warehouse company has been organized at Elmira, N. Y.—the A. C. Rice Storage Corporation, located at 607-615 Railroad Avenue, 300 feet north of the Erie station.

Augustus Cowles Rice, the president and treasurer, was formerly sales manager of the Eclipse Machine Co. and during recent years has been a manufacturer's sales representative for several nationally distributed products in the automotive and motorcycle industries. The vice-president is Irving D. Booth, who is president of Elmira's Chamber of Commerce.

The Rice Corporation has received a charter at Albany to engage in the storage warehouse and sales business. Mr. Rice and Mr. Booth are incorporators, together with Florence Carr Rice, Wilfrid I. Booth and Alexander S. Diven.

The company has purchased the Railroad Avenue property, including three three-story brick buildings, for approximately \$50,000. The buildings were occupied for years by Irving D. Booth, Inc., in the heavy hardware, plumbing and mill supply business. The plot is located in the heart of Elmira's shipping and wholesale district.

The Rice company plans to serve shippers and manufacturers with Elmira as a center of distribution for New York and Pennsylvania. It will accommodate also local business interests in search of storage room. One of the buildings has 12,000 square feet of floor space, and the other structures, as soon as available for storage, will give the company 40,000 more square feet.

Liquor Storage Blaze

Fire damaged liquor stored by the Government in the plant of the Exporters' Warehouse Co., 154 West Nineteenth Street, New York City, on March 24. Property loss to building and contents was estimated at \$90,000. The structure is known as General Internal Revenue Bonded Warehouse of the Second District of New York and contained about \$1,500,000 worth of liquor. Seven firemen were overcome or hurt while fighting the blaze.

Twentieth Year of Progress

The William Rednour Co., household goods warehousemen in New Orleans, observed its twentieth birthday in April. The company has grown so that it now operates five warehouses on Cadiz Street, with three departments—moving, shipping and storage—and a fleet of six motor trucks.

New Kelly Tires

The Kelly-Springfield Tire Co., New York, is marketing a new line of pneumatic tires for truck wheels of both the 20 and 24-in. diameter. The new tire is called the Commercial Cord, and is made in diameters of 4½ to 8 in. of cross sec-

tion. It is especially heavy and rugged and incorporates the new Kant-Slip tread having the diamond in the center of the "spread apart" x'es from 4½-in. cross-section up. Reports from the factory state that no difficulty with tread separation has been encountered and there are several instances on record of mileages, under rather severe service, in excess of 30,000.

The carrying capacities and recommended inflation pressures of these tires is in accordance with the tables issued by the Rubber Association for truck pneumatics. The recommended capacities and pressures for each size are as follows:

Four and one-half-inch, 1200 lb., at 70-lb. pressure; 5-in., 1700 lb., at 80-lb. pressure; 6-in., 2200 lb., at 90-lb. pressure; 7-in., 3000 lb., at 100-lb. pressure; 8-in., 4000 lb., at 110-lb. pressure.

O. K. of Memphis to Build

Architects are designing a \$250,000 seven-story reinforced concrete warehouse for the O. K. Storage & Transfer Co., Memphis, Tenn. The building will go up on a Madison Avenue site acquired last year.

Patterson Company Expands

The Patterson Transfer Co., Memphis, Tenn., has increased its capital stock to \$300,000 from \$150,000. The amount of the increase is being issued in the form of 6 per cent preferred stock, to be distributed among the stockholders only. With the new funds the company will finance expansion of business, including the acquiring of twenty-six new taxicabs and the building of a garage at St. Paul and Mulberry Streets, together with remodeling and otherwise improving the company's storage structures.

O. K. of Oklahoma Expands

Announcement is made by the O. K. Transfer & Storage Co., Oklahoma City, Okla., that it has closed a long-time lease for the John Deere Plow Co. Building in the 500 block on West Main Street. The structure contains more than 90,000 sq. ft. of floor space and is being completely remodelled before the O. K. company occupies it. Improvements include the installation of a large freight elevator to take care of automobiles and other heavy storage.

During the past several years the company's business has grown so that it became necessary to lease additional space in various parts of the city. Leasing the Main Street building, which is a four-story and basement structure, will enable the company to concentrate this scattered business in one place and at the same time provide space to accommodate further expansion of patronage. The company will continue to occupy its present six-story warehouse at Firth and Hudson Streets.

75 WAREHOUSE FIRMS NOW REPRESENT BIG 4

THE Big 4 Transfer Co., Inc., which is engaged in the transport of household goods by motor truck over long distances and which operates regularly scheduled van service between Washington, D. C., and Boston, now has cooperating with it, as representatives, seventy-five storage warehouse companies in forty-three cities scattered along the Atlantic seaboard, from Virginia to Massachusetts, and inland as far as Ohio and western New York.

These figures were made known at a meeting in New York recently, attended by officials of a majority of the warehouse companies and by the Big 4's officers—Walter W. Hall, president, and B. F. Anderson, secretary, both of Washington, D. C., and Walter E. Sweeting, vice-president, who is president of the Atlas Storage Warehouse Co., Philadelphia.

It was brought out that during 1923, 111 warehouse companies and trucking firms did business with the Big 4, as compared with 82 in 1922, 48 in 1921 and 23 in 1920.

The purpose of the recent New York meeting was to enable the Big 4's officers to get the representatives' personal views regarding rates, service-selling methods, advertising, standard practice, pool van equipment and routes and service, insurance, commissions, truck personnel, competition and kindred business fundamentals. The warehouse representatives in turn were given a deeper insight into the purposes and ideals and methods of the transfer company's activities.

May Expand Service

Discussion of business conditions in relation to long distance moving developed opinion that the Big 4 was justified in increasing its equipment during the coming months. It was announced that as soon as the demand developed, the pool van service would be expanded to tap districts not now touched, such as interior New York State, such service to be on regular schedule such as is now being operated between Washington and Boston.

The officers of the company reiterated their policy that the minimum distance of moving jobs shall be 100 miles. Shorter distances will be taken care of by the warehouse companies individually. By cooperating with the Big 4, the warehouse firms give the public quick service by motor van on long distance removals over distances which the warehousemen individually would not undertake to cover because of lack of proper equipment.

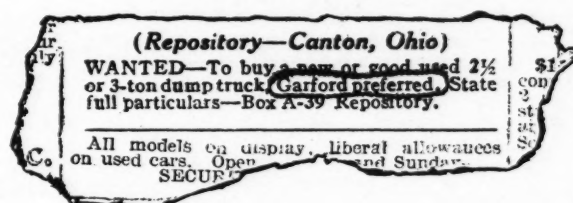
Under this system the warehousemen not only frequently get profitable packing jobs for such long distance shipments, but receive commissions from the Big 4 on jobs turned over to the transfer company.

It is a cooperative arrangement of mutual benefit and profit, with better and speedier service to the public, and with no competition between the Big 4 on the one hand and any warehouse company on the other.



The Nucleus of a Big Garford Fleet

Garford Preferred



Four van trucks are now in service with Blanck's Transfer & Storage Co., Pittsburgh, Pa., Mr. Chas. Blanck writes:

"We are thinking seriously of standardizing our entire fleet with Garfords."

Dependability is the secret of Garford's success, especially in city moving where promptness and reliability

are essential. It's Garford's Dependability which makes Garford equipment economical.

Garford Dependability and the low cost of Garford operation are indispensable for building profitable business and a reputation for service. Let us send you full information about Garford Service.

The Garford Motor Truck Company, Lima, Ohio

Manufacturers of Motor Trucks 1 to 7½ Tons

GARFORD

DEPENDABLE TRANSPORTATION

SHIPPERS' BOARD HAS WAREHOUSE COMMITTEE

DEFINITE steps toward the organization of the first national association to represent all of the shippers of the country in their relations with the railroads are under way. Representatives of the nine shippers' regional advisory boards in all parts of the country will probably be called to meet in Washington early in June to complete organization, according to W. J. L. Banham, general chairman of the Middle Atlantic States Shippers' Advisory Board, and traffic manager of the Otis Elevator Co. The purpose is to cooperate with the carriers in providing better railroad devices, lessening congestion at terminals and effecting more economical handling of freight.

Representatives of warehousing are identified with the Middle Atlantic States board, of which Mr. Banham is chairman. Commodity Section 51, the warehouse and storage committee, is made up as follows:

Chairman, Charles Milbauer, general manager Shupe Terminal Corporation, Kearny, N. J.

Vice-chairman, Edwin Morton, treasurer Baltimore & Ohio Stores, Inc., New York City.

Arthur N. Drake, vice-president Lehigh Warehouse & Transportation Co., Newark, N. J.

Morris G. White, Jr., secretary Essex Warehouse Co., Newark, N. J.

Frederick Petry, Jr., president Petry Express & Storage Co., Trenton, N. J.

H. E. S. Wilson, vice-president Campbell Stores, Hoboken, N. J.

Norman C. Settle, treasurer McCormick Warehouse Co., Inc., Baltimore.

W. P. Dunlap, manager Leonard Warehouses, Inc., Buffalo.

James G. Perkins, manager Albany Terminal Warehouse Co., Albany, N. Y.

Charles L. Criss, Pittsburgh, secretary American Warehousemen's Association.

Thomas D. Sullivan, Terminal Warehouse Co., Philadelphia.

While no directors of the proposed national association have been named, it is understood that Herbert Hoover, Representative Sidney Anderson of Minnesota, Charles H. Sabin and Paul M. Warburg are under consideration. This board would act in conjunction with the executive committee of the American Railway Association. Each regional shippers' advisory board will be asked to send three delegates to the Washington convention. The regional boards are the Northwestern, Minneapolis; the Central Western, Omaha; the Trans-Missouri-Kansas, Kansas City; the Southwestern, Dallas; the Southeastern, Birmingham; the Great Lakes, Toledo; the Ohio Valley, Cincinnati; the Middle Atlantic Coast, New York, and the Iowa-Illinois-Wisconsin, Chicago.

The movement for regional advisory boards, started only a short time ago, has been followed by a hearty response on the part of the shippers. They have joined the railroads in making estimates

of the probable amount of traffic and its character, and have assisted locally in speeding up the deliveries. A development has been the organization of a national board where, in the words of Mr. Banham, "any questions having to do with car service will be finally adjudicated. This board is the final court of appeals in all disputes between carriers and shippers, and any action they take will be accepted by the carriers, under the present agreement."

According to the present plans the organization will have a permanent headquarters in Washington, with an office force to handle the routine. It will probably be called the National Shippers' Advisory Board.

One suggestion advanced by a railway representative is that the new organization might gather information from the shippers of the nation the same as the American Railway Association does from the railroads. This, it was pointed out, would be of great value both to the railroads in planning for traffic and to the shippers themselves.

Morris in Salvation Drive

Charles S. Morris, president of the Metropolitan Fireproof Warehouse Corp., New York, has accepted the chairmanship of the Van Owners and Furniture Warehouse Group in the Home Service appeal of the Salvation Army for a maintenance fund of \$512,500 for its work in Greater New York during 1924. Mr. Morris will call luncheon meetings among the men in his industry with a view to raising part of the budget. The campaign will be before the public May 4 to 17, with Henry W. Taft, brother of the Chief Justice of the United States Supreme Court, as general chairman of the Citizens' Committee.

Beardmore Acquires New Space

The Beardmore Transfer Line, operating a merchandise terminal warehouse in Spokane, Wash., has taken over 20,000 square feet of additional space in a storage structure which is on a track and centrally located. The building is protected by a sprinkler system and enjoys a low insurance rate.

Slater Company Expands

Slater's Fireproof Storage Co., Chicago, has leased 59,904 square feet of floor space from the trustees of Chicago's Central Manufacturing District in a one-story building on West Pershing Road at South Ashland Avenue and will use it for the storage of automobiles owned both by Chicago and out-of-town dealers. The building has a loading and unloading platform and a switchtrack.

New Norfolk, Va., Company

Business men in Norfolk, Va., have organized a storage firm called the Memphis Warehouse Corp., with a capital stock of \$550,000. J. Hume Taylor is president, N. B. Ferebee is secretary and R. T. Bilisoly is the third incorporator.

NEW IREDALE WAREHOUSE AT HIGHLAND PARK, ILL.

THE newest one of the household goods plants of the Iredale Fireproof Warehouses, Inc., which extend along the North Shore suburbs of Chicago, is located in Highland Park and is on a site facing both the Chicago & Northwestern Railroad and the North Shore Electric lines. For illustration see Pictorial Review of page 15.

An Eye to the Future

The building is a modern fireproof, three-story and basement depository of reinforced concrete and brick. The building is of sufficient strength so that two more stories may be added when business warrants.

The façade, from a design in the late Georgian period, is a composition of light buff brick and cream terra-cotta, and as a whole presents an artistic and dignified appearance. The entrance to the office is so wrought as to be striking, bordering on the monumental effect. The basement windows are heavily grilled.

The first story will be utilized by the company's general offices and for storage of pianos. The two upper floors will contain storage rooms exclusively.

The structure is designed and constructed under the supervision of George S. Kingsley, architect.

Reilly of Brooklyn Builds

A row of frame dwellings on Bergen Street, Brooklyn, is being torn down to make way for a modern ten-story fireproof warehouse to be erected by Peter F. Reilly's household goods storage company.

New Newburgh, N. Y., Company

A firm known as the Leonard Storage Warehouse has been organized at Newburgh, N. Y., by Henry M. Leonard and James J. Leonard. A South Water Street mill and adjoining property have been purchased, and the building, and another structure to be erected, will be used for distribution warehousing.

New Boston Company

A charter has been granted in Massachusetts to the A Street Storage & Transportation Co., Boston, to engage in the warehousing, trucking and express business. Capital, 1000 shares without par value. The incorporators are Joseph Rabinovitz, Sidney Rabinovitz and Maurice Wolf, all of Brookline.

New Youngstown Company

The Good Luck Storage & Transfer Co. has been chartered in Ohio, with offices in Youngstown, with an authorized capital of \$5,000, to carry on a general warehousing and transfer business. The incorporators are M. Lindner, H. H. Wickham, L. A. Omlar, T. M. Cooney and Michael J. Palkovic.

Providing Safety to the Load and Protection to the Truck

U. S. Cushion Tire

NO truck tire of the cushion type ever before developed has offered so much economy as the U. S. Cushion Tire.

Economy in guarding against damage to the load by giving almost the cushioning of a pneumatic.

Economy in reducing repair expenses on the truck itself by absorbing the jolts that injure truck mechanism.

Economy in actual cost per mile because of the use of Sprayed Rubber—an exclusive U. S. Process—in its manufacture.

Ask the U. S. Truck Tire Service Dealer.

United States Rubber Company



United States Cushion Tires are Good Tires

NEW INCORPORATIONS WITHIN THE INDUSTRY

A. C. Rice Storage Corp., Elmira, N. Y. Incorporators: A. C. Rice, Florence C. Rice, Irving D. Booth, Wilfrid U. Booth and Alexander S. Diven.

American Milling & Warehouse Co., San Francisco. Capital stock, \$100,000; shares 5000.

American Transportation Co., Camden, N. J. Capital, \$100,000. Incorporators: William Purnell, George Eason and Elwood Arrison.

Farmers Grain & Warehouse Co., Farwell, Tex. Capital stock, \$5,000. Incorporators: L. H. Sudderth, J. O. Ford and J. M. Landrum.

Kokomo Warehouse Co., Kokomo, Ind. Capital, 1000 shares of no par value. Directors: Clarence H. Werner, Allen G. Raymond and Leo Williams.

Mann Transfer & Storage Co., Indianapolis. Capital, 100 shares of no par value. Directors: Charles T. Mann, Harry H. Ochiltree and Herbert C. Smith.

McCrary Transfer Co., Inc., Galveston, Tex. Capital stock, \$5,000. Incorporators: W. G. McCrary, Rose B. McCrary and M. M. Mace.

Occidental Draying & Warehousing Co., San Francisco. Capital stock, \$200,000, shares \$100 each. Directors: Michael Brown, A. M. Flood and J. P. Miller.

O. Henry Transfer Co., Greensboro, N. C. Capital, \$50,000. Subscribers include William Foor, H. L. Moore and W. A. Teague.

Planters Warehouse Co., Murfreesboro, Tenn. Capitalization, \$30,000. Incorporators: Robert L. Lyle, Simpson F. Houston, O. S. Cannon, A. N. Little and William C. Houston.

Union Transfer Co., Murfreesboro, Tenn. Capitalization, \$10,000. Incorporators: G. S. Smith, H. G. Miller, E. H. Hoover, Edwin Miller and James Cason.

Yarmouth Cold Storage Co., Ltd., Yarmouth, Nova Scotia.

Port Authority Booklet

The Chief of Engineers, United States Army, has published a report, "Shore Control and Port Administration," based on an investigation of the status of national State and municipal authority over port affairs.

Part I consists of an analysis of the legal phases of port administration, prepared by Edmund Brown, Jr., of the University of North Carolina. Part II, prepared by the Board of Engineers for Rivers and Harbors, gives information relative to the organization and duties of administrative bodies of the ports. The information for each port is given under four uniform heads, as follows:

1. State or municipal officials and bodies having jurisdiction over the port and over the various phases of its administration.
2. Organization of port administrative bodies.
3. Duties and powers of port officials and bodies.
4. Laws establishing port authorities.

and those relative to port and harbor administration. Atlantic, Pacific, Gulf and Great Lakes ports are covered in this report, a copy of which may be obtained by addressing the War Department's Board of Engineers for Rivers and Harbors, 2713 Munitions Building, Washington, D. C.

Terminal of Little Rock to Build

With the purchase of land at the Collins Street corners of Second and Third Streets, Little Rock, Ark., for \$26,000 by the Terminal Warehouse Co. of that city, the company now owns a site on which it purposes to build a \$200,000 four-story fireproof storage warehouse, according to S. J. Beauchamp, president. The property is served by a switch from the Rock Island Railway, and a switch is being constructed to connect with the Missouri Pacific.

Redman and Tyng Honored

B. F. Redman, president of the Redman Fireproof Storage Co., and Charles Tyng, president of the Tyng Warehouse Co., both of Salt Lake City, have been selected by Gov. Mabey of Utah as members of a committee of leading business men to arrange the State-wide celebration in honor of the coming of the steel industry to Utah.

Pig iron will be made at first but it is believed that a variety of steel goods will soon be manufactured in the State and that the establishing of rolling mills will materially increase the payroll among Utah's industries.

Lincoln of Cleveland to Build

The Lincoln Storage Co., Cleveland, has taken a ninety-nine year lease on a parcel of land at Superior Avenue and East 131st Street and plans to build a modern warehouse to cost \$30,000. The plot is 133 by 165 ft.

Donelson Company Is Building

Ground has been broken by the Donelson Storage & Transfer Co. at 33-39 Forest Avenue, Jamestown, N. Y., for the construction of a five-story reinforced concrete warehouse to cost about \$90,000.

Mollen Company Expands

The purchase of Rounds & Kelley, a merchandise and household goods warehouse company of Binghamton, N. Y., is announced by the Mollen Transfer & Storage Co. of Binghamton. The Mollen company has acquired also the William E. Brown storage interests of Binghamton.

Mitchell Buys Property

On the tenth anniversary of his entrance into the storage business, William J. Mitchell, president of Mitchell-the-Mover, Inc., Ithaca, N. Y., purchased recently a three-story brick building at West State and Corn Streets. The structure gives the company an additional 10,000 cubic feet of space.

CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Depenthal Truck & Storage Co., Toledo, Ohio, announces the appointment of T. A. Smith as manager in place of Edward Brand, who resigned, effective March 22.

Eyres Transfer & Warehouse Co. is the new name of the Eyres & Seattle Drayage Co., Seattle. The capital stock has been increased to \$100,000 from \$50,000.

Hollister Warehouse Co., Hollister, Cal., has purchased two warehouses, a feed mill and real estate, on San Benito Street, from the Sperry Flour Co.

Independent Warehouses, Inc., New York City, has increased its capitalization to \$183,250 from \$83,250.

Linfield Ice & Cold Storage Co., Philadelphia, has been sold by Jacob F. Miller to Samuel Porter of Pottstown, Pa.

People's Ice & Cold Storage Co., Claremore, Okla., is building a new cold storage plant.

Trinity Distributing Corp. is the new name of the Trinity Transportation & Warehouse Corp., New York City.

Troy Cold Storage Co., Troy, N. Y., has increased its capitalization to \$350,000 from \$300,000.

Rail-Truck Zones

Five trucking zones have been established by the New York Central Railroad in western New York in which motor trucks now carry less-than-carload freight formerly handled by peddler freight trains. The zones are in and near Syracuse, Newark, Rochester, Medina and Buffalo. At Buffalo alone twenty-eight tractors, trucks and trailers are in operation. The vehicles are not owned by the railroad but contracts are made with motor truck haulage companies.

Eagle Does Unusual Job

When the national headquarters offices of the Associated Press were removed recently from 51 Chambers Street to 383 Madison Avenue, New York, the problem presented to the Eagle Warehouses & Storage Co., Brooklyn, was to do the job without interrupting the transmission of the news report over 120 wire circuits to the 1200 member-newspapers of "The A. P."

The transmission is accomplished in part with the aid of Morkrum automatic operating and telegraph machines. These were disconnected two at a time and hurried uptown in Eagle vans to the Madison Avenue offices, where they were reconnected with the wires. Thirty minutes was the time occupied for the removal of each two machines. The work was carefully planned in advance and there was no cessation in the transmission of the news.

Change of Name

The St. Joseph Warehouse & Cold Storage Co., St. Joseph, Mo., has changed its name to the Terminal Warehouses of St. Joseph, Inc.



Lower Cost Per Mile—Per Ton—Per Year

Mark this for a fact—Sterling economy is *incessant*, whether measured by the cost per mile of travel, per ton of load, or per year of service!

Cost per mile is lower because Sterlings use less fuel—their engines deliver great power at low crankshaft speed. This also means greater freedom from wear.

Cost per ton of load is lower because Sterlings have speed and capacity to carry more tons per day. They work harder and faster.

Cost per year of service is lower because longer life is engineered into the Sterling chassis in such features as the exclusive wood-lined, shock-cushioning frame, long and flexible chrome-vanadium springs, and similar vital points.

Investigate the performance of the remarkable Sterling today. There's a branch near you, or write us.

STERLING MOTOR TRUCK CO.

Milwaukee, Wis.

Sterling

Capacities

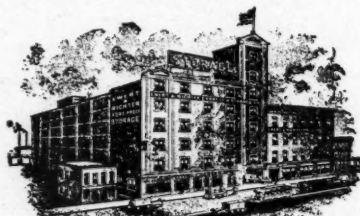
Worm Drive—1½—2—2½

3½—5 Tons

Chain Drive—5—7½ Tons

A PROGRESSIVE WAREHOUSEMAN

in a middle western city writes us the following letter. ¶ This is only one of many such letters recently received from this great industry served by "Distribution & Warehousing:"



NEW FIRE-PROOF CONCRETE WAREHOUSE AND OFFICE
EWERT & RICHTER
EXPRESS & STORAGE CO.
318-328 EAST FOURTH ST., DAVENPORT, IOWA

Davenport, Iowa, Mar 22 1924

Distribution and Warehousing
239 W 39th St
New York, N. Y.

Gentlemen:

The question of the best publication devoted to our industry, considered in the light of return for money expended, is, without fear of contradiction from business men interested, "Distribution and Warehousing."

The editorial contents are highly instructive, the comments interesting, legislative matters up to the minute, advertisements clean and dependable. This monthly Journal becomes a directory to the Traffic Managers of the industries whom Warehousemen serve.

We can only give words of praise to Distribution and Warehousing, it fills every want and need.

Respectfully,

EWERT & RICHTER EXPRESS & STORAGE CO

WR:LH

Wm. Richter

¶ Again we say to all warehousemen and traffic managers who would keep posted on the important happenings in the industry: Read "Distribution & Warehousing."

¶ To those who would do business with the warehousing industry, need we say: Advertise in "Distribution & Warehousing."

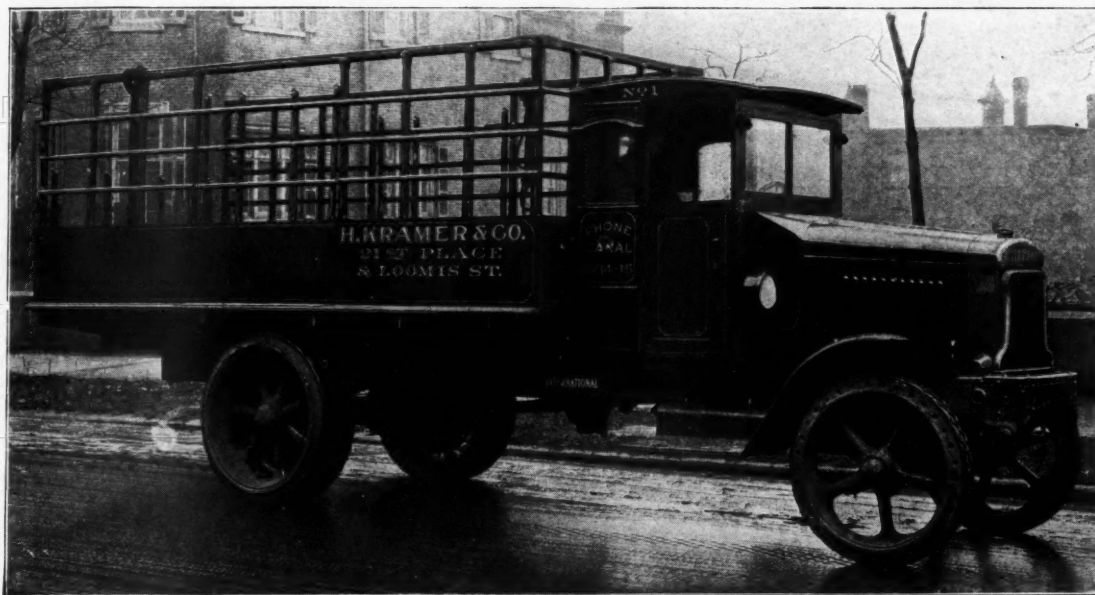
¶ The appeal is logical, direct and powerful. Write us today for rates and further information.

DISTRIBUTION & WAREHOUSING

239 West 39th St.

New York City

INTERNATIONAL



Motor Truck Experience

DURING the past 18 years we have operated in our own organization hundreds of International Motor Trucks at one time. Add to this the fact that in the past two years more than 6,000 Internationals have gone into the service of our own dealers, delivering merchandise and service in every state of the union. Close to 7,000 trucks of International Harvester Company manufacture (all sizes and models) working where they can be watched, studied and improved. Further, our **FREE INSPECTION SERVICE** gives us direct contact with practically all of the many thousands of Internationals in service. No other company has ever had such an opportunity to study motor truck transportation at first hand, and to perfect the product through the practical knowledge thus gained.

Through this valuable experience has come the new line of International heavy-duty motor trucks; with a life guarantee on both the crankshaft and main ball bearings, with the continuation of the time-proved Free Inspection Service Policy, and with a host of important mechanical refinements. All in all, International offers you an unequalled line of heavy duty motor trucks.

Five Superior Features Insure Low-Cost Hauling for Users in Every Business

- 1** *Guaranteed Crankshaft and Main Ball Bearings.* A guarantee against breakage of the fundamental part of the engine *for the life of the truck.* No other warranty like it in the motor truck industry.
- 2** *Perfected Steering Gear.* A complete departure from present-day truck steering design. Permits the driver to sit naturally and comfortably as in the finest passenger cars. Does away with cramped, awkward, tiring position without sacrifice of loading space.
- 3** *Removable Cylinders.* A convenient, inexpensive method of renewing cylinders when they become scored or worn. International was first to use this type of construction.
- 4** *Double Reduction Gear Drive.* This International type of drive transmits the power of the economical International engine to the rear wheels with minimum loss.
- 5** *Free Inspection Service.* This plan provides free inspection by trained mechanics at regular intervals during the life of the truck. It reduces operating cost, keeps the truck on the job and adds to its life.

Heavy-duty Internationals are built in 3000, 4,000, 6,000 and 10,000-lb. maximum capacities. International Speed Trucks are built to carry loads up to 2000 lbs. Suitable bodies for every business. Warehousemen and others interested in low-cost hauling should write for complete information.

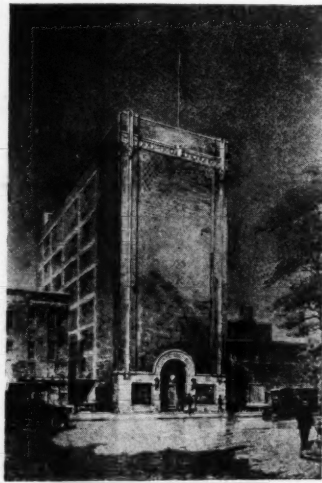
INTERNATIONAL HARVESTER COMPANY

606 So. Michigan Ave.

OF AMERICA
(Incorporated)

Chicago, Ill.

MOTOR TRUCKS



**A Moores & Dunford
designed and built
warehouse**

Warehouses we have designed give from 70% to 75% of total square foot area available for storage purposes. Some warehouses are reduced in area to as low as 50% due to their being incorrectly laid out.

We make no additional charge for a preliminary survey of your present business and territory to determine the style and size of building best suited to a maximum income.

That building of yours!

What does it bring in?

Should it bring in more—net you a bigger profit?

Is *all* the available storage space provided for?

Or is some of it lost because the building was incorrectly laid out in the beginning?

Common questions—every one—but *vital* ones.

Looking ahead—overcoming the greatest handicap, “Waste Space”—is the logical thing to do—in the beginning.

It's too late to rectify mistakes after your building is up.

Foresight—not hindsight—is the answer to warehouse profits.

How Moores & Dunford Service
Saves and makes you money

Moores & Dunford Specialized Service has saved

owners many thousands of dollars; has been the means of making many thousands of dollars for those whose warehouses have been built from our plans and under our supervision.

Our Institution consists of a corps of engineers—architects, trained in the art of scientific warehouse designing—and organization methods that provide for the securing of rock-bottom prices in the open market. This makes it possible for us to produce buildings that represent the maximum in storage space and warehouse revenue.

Whatever your warehousing problems may be—either in the matter of new construction or an addition to your present warehouse—we are in a better position to render you a valuable service—one that will save you much money and provide you with a handsome return on your invested capital.

We charge no fee for consultation and advice

There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone or call upon us. You are assured of maximum efficiency at minimum cost.



MOORES & DUNFORD, Inc.

Suite 903-4

110 East 42nd Street

New York City



Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

Warehouse Information

"WE have found by observation and experience," writes the Traffic Manager of a large manufacturer, whose products are distributed through warehouses, "that those warehouses which advertise in *Distribution & Warehousing* are the ones to be depended upon when service is needed."

"In selecting out-of-town warehouses to act as consignees for shipments of household goods," writes the manager of a large household goods warehouse company, "we make constant use of the information given in the advertisements of the warehouse companies which are found on pages of *Distribution & Warehousing*."

For both the traffic manager who has merchandise to distribute and the household goods warehouseman who has goods to ship, the pages of the Shippers' Index, which appears in each issue of *Distribution & Warehousing* and is to be found in this issue on the pages immediately following, offer an easily available and constantly used source of information regarding the warehouse services which are desired.

*The Warehouseman who advertises
his ability to serve is deserving of
the Shipper's first consideration.*

CONVENTION CALENDAR

June 9	Michigan Furniture Warehousemen's Association	Detroit
June	Pittsburgh Furniture Storage & Movers' Association	Pittsburgh
July	Central Warehousemen's Club	(To be decided)
July 8-11	National Furniture Warehousemen's Association	Charlevoix, Mich.
September	Connecticut Warehousemen's Association	(To be decided)
October	Missouri Warehousemen's Association	(To be decided)
December	Illinois Association of Warehousemen	Chicago
January, 1925	American Chain of Warehouses	(To be decided)
January, 1925	American Warehousemen's Association	(To be decided)
January, 1925	Canadian Storage & Transfermen's Association	Vancouver
January, 1925	Massachusetts Warehousemen's Association	Boston
January, 1925	New Jersey Furniture Warehousemen's Association	Newark
January, 1925	New York Furniture Warehousemen's Association	New York
January, 1925	Ohio Warehousemen's Association	(To be decided)
February, 1925	Kansas City Warehousemen's Association	Kansas City
February, 1925	Maryland Furniture Warehousemen's Association	Baltimore
February, 1925	Pacific Coast Furniture Warehousemen's Association	(To be decided)
February, 1925	Pennsylvania Furniture Warehousemen's Association	Philadelphia

BIRMINGHAM, ALA.

Charlie's Transfer Co.

Incorporated 1903

**Distributors and Forwarders
Storage and Hauling**

We specialize on merchandise handling.
Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

HARRIS TRANSFER

AND

WAREHOUSE CO.

MODERN FIREPROOF WAREHOUSE
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

Offices, Lincoln Life Building

BIRMINGHAM, ALA.

**Hess-Strickland Transfer
& Storage Co.**

**General Merchandise, Furniture
and Household Goods Storage**

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.



**WARRANT
WAREHOUSE
COMPANY**

Established 1905



BIRMINGHAM and MOBILE

Fireproof Sprinklered Warehouses

Sidetracks connecting with All Railroads

DISTRIBUTION — STORAGE — LOANS

Operates Its Own Trucks and Teams

LOWEST INSURANCE RATES IN THE SOUTH

MONTGOMERY, ALA.

LEADING WAREHOUSEMEN

**DISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILES**

TWO LARGE WAREHOUSES—PRIVATE SPUR
LARGE FLEET OF MOTOR TRUCKS

ALA. MOTOR TRANSFER CO.

COR. LAWRENCE and RANDOLPH—132 LEE

MONTGOMERY, ALA.

*"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

MONTGOMERY, ALA.

STANFORD:**Packers—Movers—Shippers**

POOL CARS GIVEN SPECIAL ATTENTION

Convenient Warehouses—Motor Trucks

STANFORD TRANSFER & WAREHOUSE CO.
Montgomery, Alabama

NOGALES, ARIZ.

Walker Transfer and Storage Co.*Pool Car Distributors*

Storage-Packing-Moving-Shipping

COAL DEALERS

Motor Truck Equipment

243 Grand Ave.

Nogales, Ariz.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.**POOL CAR DISTRIBUTORS****FIREPROOF STORAGE**

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK.

Fort Smith Warehouse Co.

Rogers Ave. & Second St.

MERCHANDISE STORAGE and POOL CARS

FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.

FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



TEXARKANA, ARK.

DISTRIBUTION

1882

Complete Service

TEXARKANA HUNTER

TRANSFER CO.

ARK-TEX.

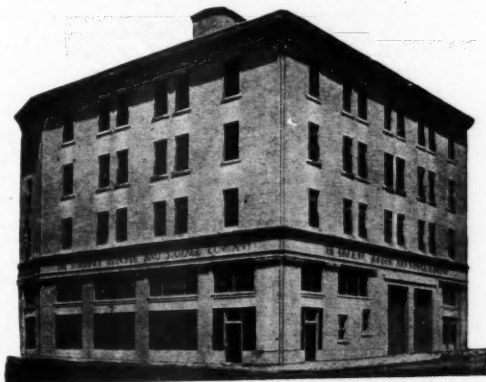
STORAGE

BERKELEY, CAL.

STUDENTS

Transfer & Storage Co.

"ALWAYS MOVING"



The Leading Fireproof storage place in
Berkeley

We give daily service to Oakland,
Alameda, Piedmont, Emeryville
and San Francisco

STUDENTS
TORAGE
SERVICE

EL CENTRO, CAL.
IMPERIAL VALLEY

PIONEER TRUCK and TRANSFER CO.

Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.



FRESNO, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.

—Private spur.

—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.
1666 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.

LONG BEACH OFFICE:
144 Pacific Ave.

LOS ANGELES OFFICE:
426 Alameda St.



HOUSEHOLD GOODS
Removals, Storage, Packing, Forwarding

MERCHANDISE
Warehousing, Distributing

MEMBER { California Warehousemen's Association
Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and
we operate two warehouses for either Household Goods or Merchandise,
located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful
attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

LONG BEACH, CAL.

Long Beach Transfer & Warehouse Co.

Incorporated 1907

Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association
Pacific Coast Furniture Warehousemen's Association

We send our check promptly on collection of your
charges.

Only Fireproof Warehouse in Long Beach
on a Private Siding

LOS ANGELES, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.

—Private spur.

—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

LOS ANGELES, CAL.



Co-operation

Consign to L. A. Warehouse—the largest fire-
proof repository for household goods on the
Pacific Coast. We co-operate to the utmost and
treat your customers as we do our own.

Los Angeles Warehouse Co.
316 Commercial St. Los Angeles



LOS ANGELES, CAL.

For
"Service with Security"
Ship
to

California Fireproof Storage Co.
2808 W. Pico St.
LOS ANGELES

W. E. BROCK
Vice-Pres.

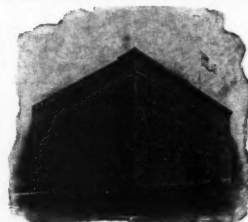
F. L. ALLEN
Pres.

F. M. BROCK
Treas.

LOS ANGELES, CAL.

They Like
Lyon

Los Angeles people like
Lyon storage and moving
facilities. Consign house-
hold goods to Lyon and
please your customers.

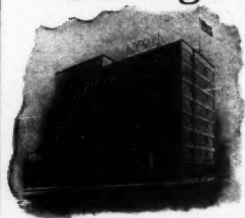


Lyon Fireproof Storage Co.
1950 SQ. VERMONT AVE. LOS ANGELES

MEMBER

National Furniture Warehousemen's Association

Consign to LYON



Immediate service when
bill of lading received.

Two modern fireproof
warehouses conveniently
located in residential dis-
tricts with private spur
tracks.

Collections handled
promptly.

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.
INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and to

TRANS-PACIFIC PORTS
322-324 EAST THIRD STREET

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.
"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.
1666 N. Highland Ave. Hollywood, Calif.

The Men Who Distribute

H. O. Cereal

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES

OFFICE
941 W. 16th ST.

SAN DIEGO

OFFICE
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS
Members Pacific Coast Furniture Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

LOS ANGELES, CAL.



1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the Port of Los Angeles

Free and U. S. Customs Bonded Storage
Insurance Rate 18 cents

Storage — Forwarding — Distribution — Cartage

Space Leased for Private Warehouse, Office and Display
Desk Space with Desk and Office Service Rented
Cotton Pressed to High Density

Special equipment for the proper handling of various commodities

Steamer Space booked when requested

We can serve you in some capacity and would suggest that you complete your file by requesting the rates for our specialized service.

Bonded for \$100,000.00

**UNION TERMINAL WAREHOUSE COMPANY
UNION TERMINAL WAREHOUSE CORPORATION
SHATTUCK & NIMMO WAREHOUSE COMPANY
LOS ANGELES, CALIFORNIA**

LOS ANGELES, CAL.

WEST COAST WAREHOUSE CO. OF LOS ANGELES MERCHANDISE STORAGE DISTRIBUTION

Ample Trackage
Efficient Service
Central Location

Address—
**Sixth and Utah Sts.
LOS ANGELES**

E. Jordan Brookes, Owner and Manager.



OAKLAND, CAL.



California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

OAKLAND, CAL.



AL. T. GIBSON, Pres.

SAN DIEGO, CAL.

**WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION**



LOS ANGELES

OFFICE
941 W. 16th ST.

SAN DIEGO

OFFICE
982 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

SAN FRANCISCO, CAL.



California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

SAN FRANCISCO, CAL.

Consign to
THE HASLETT WAREHOUSE CO.
60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business
Operating in the Logical Distribution Center of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary
Member American Warehousemen's Ass'n.

SAN FRANCISCO, CAL.



AL. T. GIBSON, Pres.

**The Men Who Distribute
Porter Door and Window
Screens**

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

SAN FRANCISCO, CAL.



Distribute Thru San Francisco

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

San Francisco Warehouse Co.

625 Third Street

San Francisco,

CHICAGO: 123 W. Madison Street

California

NEW YORK CITY: 100 Broad Street



COLORADO SPRINGS, COLO.

The PIKES PEAK WAREHOUSING CO.

NEW FIREPROOF WAREHOUSE. Merchandise and household goods pool cars distributed. Local and interurban motor truck service.

Private switching; free switching. Four trunk railroads. Every attention given by responsible heads.



"PIKES PEAK SERVICE"



Members N. F. W. A., C. W. C., and Colo. T. & W. A.

SANTA MONICA, CAL.

STORING—MOVING
PACKING—SHIPPING

PIANO MOVING
A SPECIALTY

SECURITY VAN & STORAGE CO., INC.

New Fireproof Storage

Pres., M. ZERBONI
Los Angeles Office
352 Towne Ave.

Gen. Mgr., M. W. ZERBONI
Main Office and Warehouse
1417 2nd Street Santa Monica

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.

The Men Who Distribute

U. S. Envelopes

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

DENVER, COLO.

A. H. AMICK

E. W. PITCHER



Amick Transfer & Storage Co.

1029 Santa Fe Drive, Denver, Colo.

FIREPROOF WAREHOUSE

Pool cars distributed. Local and interurban truck service. Low insurance rates.

Household Goods Complete packing service. Reciprocity at every opportunity. Open or private storage.

DENVER, COLO.

The Johnson Storage and Moving Company, Inc.

221 BROADWAY

MODERN FIREPROOF WAREHOUSE

DENVER, COLORADO

Member } C. T. & S. A.
N. F. W. A.

Household Pool Car Distributors

DENVER, COLO.



WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution. 42 teams and trucks insure prompt service to customers and satisfaction to you.

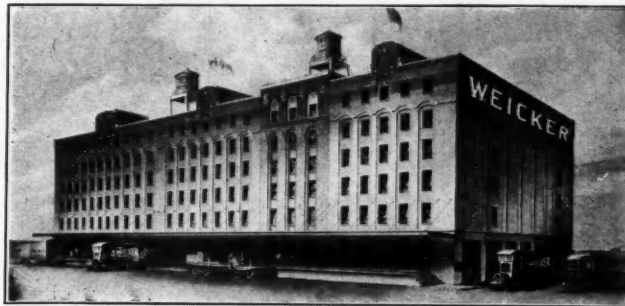
The Kennicott-Patterson Transfer Co.

1700 Sixteenth St.

DENVER, COLORADO

DENVER, COLO.

When You Need SERVICE in Denver and vicinity



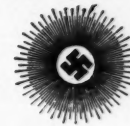
we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute
General Merchandise,
Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado

DENVER, COLO.

F. C. Bartle, President A. M. Burroughs, Secretary C. J. Thurber, Treasurer

The Merchants Storage & Transfer Co., Inc.

Drayage and Storage Distribution

OFFICE

1556 Wazee Street
Telephone Main 6687

WAREHOUSES

1821 Wazee Street
Telephone Main 1632

Sprinkler System Warehouse

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points
at Reduced Rates

Distribution of Pool Cars Our Specialty

Member

Central Warehousemen's Club
Colorado Transfer Companies Association
American Warehousemen's Association
Denver Transfer Companies Association

Correspondence Solicited

PUEBLO, COLO.

Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

S A G E
Transfer & Storage Co.

TRINIDAD, COLO.

The Place to Get Service

POPLE

TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

HARTFORD, CONN.

FURNITURE STORAGE

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China
Our Specialty

BARTLETT BROS.

212 Asylum St., Hartford, Conn.

HARTFORD, CONN.

Established 1850

Incorporated 1908

Ship Freight in Care of

The Bill Brothers Company

GENERAL TRANSFER AND
FORWARDING AGENTS

46 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

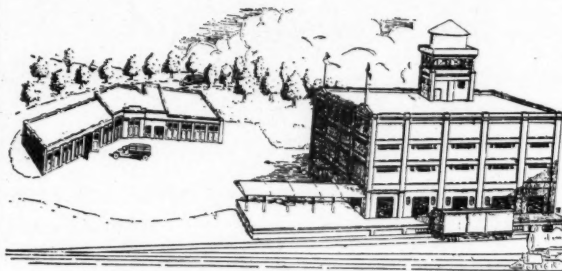
Packing, Crating and Shipping of PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.

Hartford Despatch and Trucking Company

Movers - Forwarders - Warehousemen



Hartford's New Fireproof Warehouse

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of
AMERICAN WAREHOUSEMEN'S ASSOCIATION
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC.
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.

The Ralph N. Blakeslee Company

Est. 1859

Storage { Furniture Trucking { Local and
 { Merchandise { Long Distance
Large Padded VANS for Furniture Moving

Members N. F. W. A.

WATERBURY, CONN.

Waterbury Storage Company

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators

Fireproof Buildings

Cap. 562 Rooms

Members N. F. W. A.

WASHINGTON, D. C.

Send Washington Shipments to

KRIEG'S EXPRESS & STORAGE CO.

616 Eye St., N. W.

HOUSEHOLD GOODS EXCLUSIVELY

PACKING SHIPPING CRATING

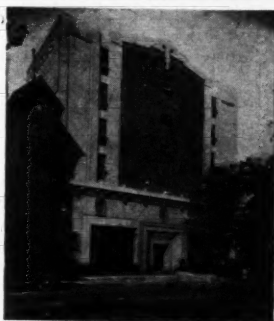
Non-Fireproof and New Fireproof Storage
Personal attention given to all shipments and collections Motor Trucks and Padded Vans

MEMBERS OF N. F. W. A.

WASHINGTON, D. C.

**Fireproof
Construction
Service-
Promotion**

Regular Long Distance
Hauling
Baltimore to New York
and
Way Points-Services



Smith Transfer & Storage Co.
1313 You Street, Washington, D. C.
MEMBERS N. F. W. A.

JACKSONVILLE, FLA.

**UNION TERMINAL
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

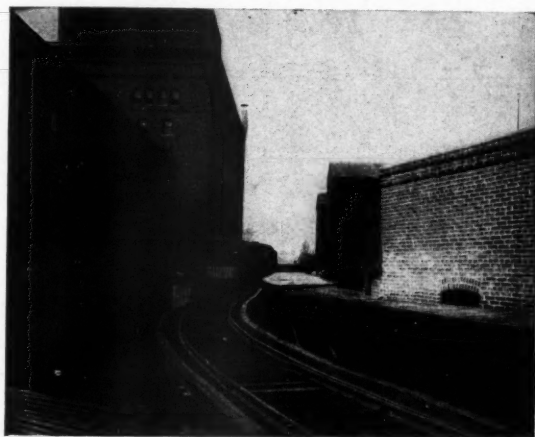
55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE
AND FORWARDING**

Special attention to handling of pool cars.

WASHINGTON, D. C.



When in need of Merchandise Ware-
house Service of any kind in

WASHINGTON, D. C.

Call on Us

The Terminal Storage Co.
of District of Columbia

First and K Streets, N. E.
B & O Sidings to Warehouses

MIAMI, FLA.

**The John E. Withers Transfer &
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Ware-
house. Facilities for distribution of pool cars. Moving, pack-
ing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment
1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA

Orlando Bonded Warehouse (Inc.)

Post Office Drawer No. 1672
100-112 West Amelia Avenue
Storage and Distributing of General Merchandise,
Machinery, Household Goods
Private Siding, A.C.L.R.R.
Member National Furniture Warehousemen's Association
Sprinkler Protection Low Insurance
It's a pleasure to serve you

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinez Streets

TAMPA, FLORIDA

JOBBER'S WAREHOUSING COMPANY

Storage, Distribution, Forwarding
Hauling and Stevedoring

31,000 Sq. Ft. Floor Space
Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"

WASHINGTON, D. C.

UNITED STATES STORAGE CO.
418-420 TENTH STREET, N. W.

Distributors of Pool Cars

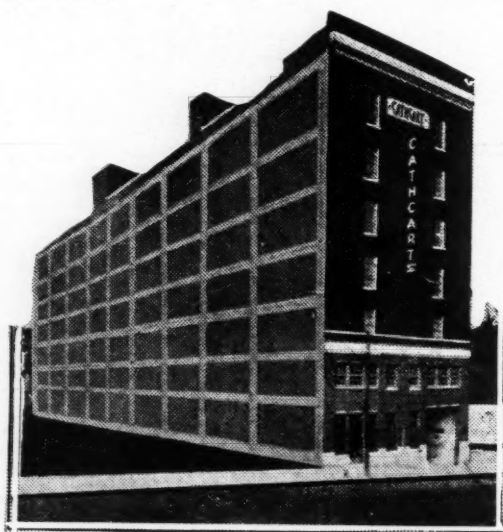
MEMBERS:
National Furniture
Warehousemen's Association
—
Efficient and Courteous
Service
Modern Fireproof Warehouse
We are prompt in all things.
Member:
American Warehousemen's Assn.

**Pick Your
Consignee**

from the companies listed in this sec-
tion—they are the "live wires" of the
field and will handle your shipments
promptly and efficiently.

It is also worth your while
to earn their reciprocity.

ATLANTA, GA.



CATHCART VAN AND STORAGE CO.

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.

SAVANNAH, GA.

Savannah Distributing Company

MERCHANDISE STORAGE
TRACKAGE FACILITIES TO PLATFORMS
FIRE-PROOF STORAGE

Insurance Rate 60c per Hundred

Special Attention To Pool Cars
Low Storage and Handling Rates

ADJACENT TO WHOLESALE DISTRICT.
CONVENIENT TO ALL S. S. TERMINALS.

BOISE, IDAHO

PEASLEY
TRANSFER & STORAGE COMPANY
STORAGE, TRANSFER AND FORWARDING
419 SO. EIGHTH STREET

The Men Who Distribute

Campbell Soups

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

AUGUSTA, GA.

THE HOLLINGSWORTH WAREHOUSES
MERCHANDISE WAREHOUSING AND
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.
But Our Service as Good as the Best.

SAVANNAH, GA.

Savannah Bonded Warehouse and Transfer Co.

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and
Steamship Docks

Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President
Bay Street Extension and Canal
P. O. Box 985 Savannah, Ga.

The Men Who Distribute

Dennison Paper Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

A Thousand Salesmen

at a cost to you of ten thousand dollars a day could not give your business the same simultaneous coverage in the warehousing industry as is represented by an advertisement in "Distribution & Warehousing" at a cost to you of less than twenty-five dollars.

Furthermore—your advertisement continues working for you the whole balance of the month

FOR NOTHING

The progressive manager will use this silent salesman to advantage NOW.

Advertising rates on request

Distribution & Warehousing

239 West 39th St.

New York City

BLOOMINGTON, ILL.

The Whole Corn Belt Is At Our Door



FREE switching connects our loading platform with five trunk lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight.

It also means that reshipments we make for you go by the most direct route, in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment.

This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors, when you decide to take advantage of the many benefits of that method.

We furnish you with all the facilities of a branch house, yet ask you to pay much less than branch-house costs for equal service.

We invite investigation. No doubt our close acquaintance with conditions in the Middle West can supply information of use to you. It is at your service without cost or obligation. Ask for it.

JOHNSON TRANSFER CO.

Bloomington, Illinois

CAIRO, ILL.

**Cairo Storage
and Forwarding Company**
CAIRO, ILLINOIS & MOUNDS, ILLINOIS
Incorporated—Bonded—Licensed
COAST TO COAST SERVICE BY WATER OR RAIL
SHIP US YOUR POOL CARS FOR DISTRIBUTION
ALL RATES BREAK ON CAIRO

CENTRALIA, ILL.

**A. J. McCLELLAND TRANSFER &
STORAGE CO.**
Fireproof Warehouses. Motor Truck Service.
WE SPECIALIZE IN
Freight and Long Distance Hauling.
Storage of Household Goods—Merchandise.
Packing Shipping

CHAMPAIGN, ILL.
URBANA, ILL.

WAGNER & SON
TRANSFER—PACKING—STORAGE
Packers and Shippers for the TWIN CITIES
Logan & Water Sts. Champaign, Ill.

CHICAGO, ILL.



Established 1892
BAER FIREPROOF WAREHOUSE CO.
POOL CAR DISTRIBUTORS
Of Furniture and Pianos
Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Warehousemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.

General Office—1927 Milwaukee Avenue, Chicago, Illinois

CHICAGO, ILL.

BEKINS
HOUSEHOLD SHIPPING COMPANY
Reduced Rates on Household Goods, Automobiles
and Machinery
General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating
CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½cNo Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

Before you decide on your
Chicago Warehousing connections,
investigate the facilities and service
of the—

Continental Warehouse Co.
416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart
of the freight terminal district*

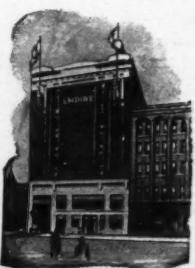
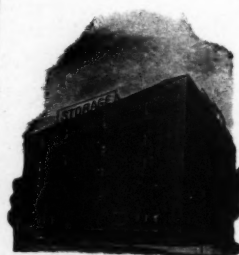
CHICAGO, ILL.

EMPIRE STORAGE COMPANY

Fireproof
Warehouses
For Household Goods
(Established 1891)

Carloads billed to our house track on
Illinois Central Railroad at Fifty-first
Street can be unloaded direct to our
warehouse floor.

Low distribution rate on pool cars.



"Ship the
Empire Way"

EMPIRE STORAGE COMPANY

52ND ST. AND COTTAGE
GROVE AVE.

MEMBER
National Furniture Warehouseman's Assn.
Illinois

CHICAGO, ILL.

IF your advertising and sales
efforts are fruitful in initial
orders but fail to secure repeat
orders, do not condemn your Adver-
tising and Sales Departments, un-
less you are supporting their efforts
with the most efficient distribution
service you can employ.

GRISWOLD & WALKER, INC.,
have developed the kind of distribu-
tion service that will satisfy your
customers and insure continued
patronage.

GRISWOLD & WALKER, Inc.

1525 Newberry Avenue
Chicago, Illinois

CHICAGO, ILL.

HARDER'S

Fireproof Storage & Van Co.

Largest System of Fireproof Storage Warehouses in the
United States

HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view
to rapid and efficient handling of household goods and merchandise,
should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of
packing, moving, storage and shipping we excel. Safety deposit and
silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISE

Our merchandise storage and distribution facilities include private
switches and sidings. Free switching. No haulage charges. Our
shippers are always satisfied in their transactions with us.



Pool Car Distributors

Members N. F. W. A., A. W. A.,
Ill. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
4714-16 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

Harder's Fireproof Storage & Van Co.

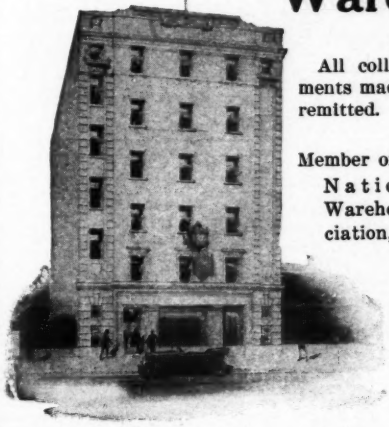
General Offices
40th St. and Calumet Ave.
Chicago

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of

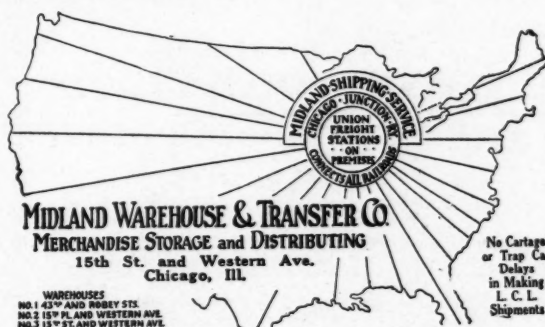
National Furniture Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.



CHICAGO, ILL.

MERCHANDISE STORAGE FROSTPROOF

Very Low Insurance Rates

CM&STP Ry. Track Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Sts., Chicago, Ill.

Service is not a matter of big things alone, but of a multitude of things, many of them small, that contribute to a result that is more than just satisfactory.

CHICAGO, ILL.

"NO DELAYS"

Edward Lasham Co.

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central, Chicago & Northwestern and Chicago, Burlington & Quincy.

EDWARD LASHAM CO.

1559 S. State St.
Chicago
Illinois



CHICAGO, ILL.

Railway Terminal & Warehouse Company

444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

CHICAGO, ILL.

Soo Terminal Warehouse

519 W. Roosevelt Road Chicago, Illinois

Merchandise Storage and Distribution
Pool Cars Efficiently Handled

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

"THE ECONOMICAL WAY"

CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

IF you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
Transfer Co.**
1020 So. Canal St.
Chicago, Ill.

CHICAGO, ILL.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Sprinkling System
Motor Truck Service

New York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846

Chicago Office
and
Warehouse:
Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2360-2429

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;
One word won't tell them what you are, you've got to keep on talking;
One inch won't make you tall, you've got to keep on growing;
One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

CHICAGO, ILL.



Write or
ire
ESTERN

When you
ant a
AREHOUSE

AT

CHICAGO



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.
"At the Edge of the Loop," close to Chicago trade.

Write us now; we know how.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

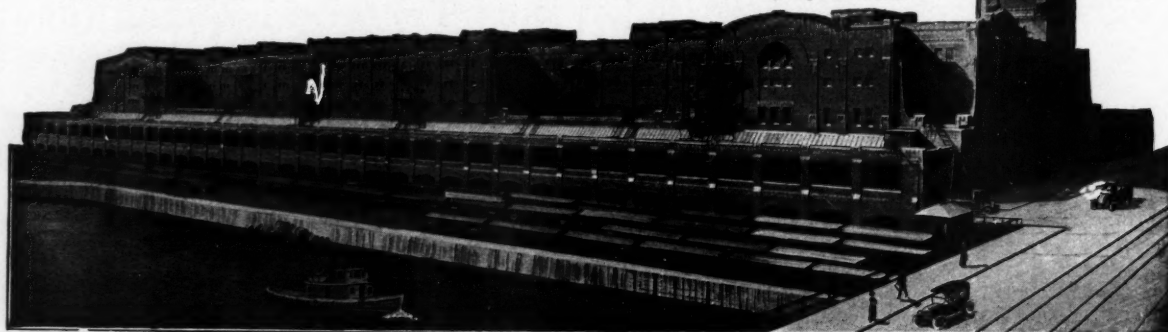
WESTERN WAREHOUSING COMPANY
MERCHANDISE WAREHOUSES

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



DANVILLE, ILL.**Danville Transfer & Storage Co.**

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.
Members National Furniture Warehousemen's Assn.
Members Illinois Furniture Warehousemen's Assn.

ROCKFORD, ILL.*"The Choice of the Greatest Industries"***DECATUR, ILL.**

Decatur's Pool Car Distributors
Private Switch for Merchandise Consignments

HAMMAN BROS.**TRANSFER—STORAGE—PACKING—SHIPPING**

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.

William & Broadway St. Decatur, Ill.

SPRINGFIELD, ILL.**Merchants Transfer & Storage Co.
BONDED WAREHOUSE**

STORAGE, PACKING, MOVING AND SHIPPING
HANDLING MERCHANDISE CARS A SPECIALTY
HEAVY AND LONG DISTANCE HAULING
1000 EAST MONROE STREET
SPRINGFIELD, ILL.

DECATUR, ILL.**MERIDITH STORAGE CO.
320-350 E. Cerro Gordo****STORAGE AND DISTRIBUTION**

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

FORT WAYNE, IND.

WALTER A. BORGMANN, Pres.

CHRISTIAN F. BORGMANN, Sec'y-Treas.

BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

ELGIN, ILL.**Consign To Us To Reach The Fox River Valley**

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

FORT WAYNE, IND.**Fort Wayne Storage Company
FORT WAYNE, INDIANA**

*General Merchandise
Storage and Forwarding*

MATTOON, ILL.

Est. 1884—Inc. 1911

FORTY YEARS of efficiently and economically distributing merchandise. Forty years of storing, packing, shipping and receiving household goods. When dealing with a firm of our age, you are assured of service that cannot be bettered. Our thirteen motor trucks reach every part of Central Illinois over new hard roads at extremely reasonable rates.

HAYES**TRANSFER & STORAGE CO.**

113-121 North 15th Street

Private Siding. Pool Car Distribution.

FORT WAYNE, IND.

Located in Center of Business District

PETTIT'S STORAGE WAREHOUSE CO.**"FIREPROOF"****STORAGE, TRANSFER, DISTRIBUTION**

Merchandise Warehousing and Forwarding and Sample Space

SERVICE COUNTS

We have our own truck line and are equipped to make prompt deliveries.

EXPERIENCED MEN IN CHARGE

Special attention to Pool Car Distribution.

Consign your merchandise to us for efficient service.

**PRIVATE SIDING**

The Men Who Distribute

Crystal Domino Sugar

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

INDIANAPOLIS, IND.

The American Warehouse Co.

211 West South Street

Merchandise Warehousing and Distribution
FIREPROOF Motor Truck Service
 C. C. C. & St. L. Ry. Siding. Free switching from other Railroads

INDIANAPOLIS, IND.

BRYANT & SON TRANSFER CO.

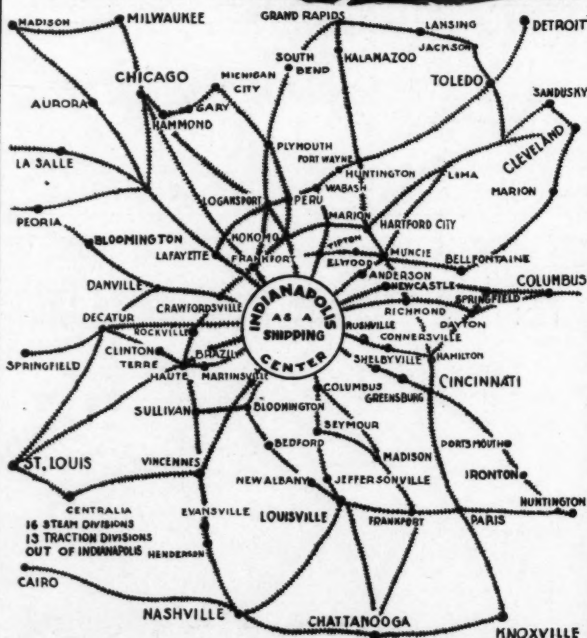
238 S. ILL. ST. INDIANAPOLIS

Same Day Delivery on L. C. L. Shipments

We do all theater business in city, and most of the hotel work. Fifteen vehicles in service, covering all parts of the city daily. We cater especially to L. C. L. shippers who want **QUICK** service. Zoned map of city and rates on application. Reference any hotel or theater in city.

INDIANAPOLIS, IND.

Ship Your
Cars to
INDIANA'S
LEADING
WAREHOUSE



INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO.
 Indiana Licensed Class A Warehouse
 221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.
 Private R. R. Siding—Free Switching.
 Over 21 Years Continuously Serving
 Local and National Firms

INDIANAPOLIS, IND.

Indiana Terminal Warehouse Co.

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

Indianapolis Warehouse Co.

330 W. New York St.

MERCHANDISE ONLY

In the 9th year, with a steady increase each month. Our rates are as low as any house in the United States because our "overhead" will permit it. We do not lose our customers, and add new ones right along.

Out of 22 employees, 16 have been in our employ 8 years—they *know how*. Our office methods are exact. Write us for rates.

FRANK A. TODD, V.P. and Gen. Mgr.

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.



TRIPP WAREHOUSE COMPANY

Indianapolis, Ind.

Merchandise Storage and Distribution
 Prompt and Efficient Handling of Pool Cars
 Centrally Located in Shipping District
 Insurance Rate—18 cents per \$100.00
 Motor Truck Delivery
 Service that Satisfies.

SOUTH BEND, IND.

WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

American Warehousemen's Assn.
 Members: Central Warehousemen's Club
 American Chain of Warehouses

SOUTH BEND, IND.

Woodworth's Storage and Transfer

New Fire-Proof Storage Warehouse with Special Rug and Trunk rooms also Steam Heated Piano room. Up-to-date Vans for moving. Moving and erecting Heavy Machinery a Specialty.

Member: National Furniture Warehousemen's Association, Indiana Transfer Men's Association.

409-11 S. St. Joseph Street, South Bend, Indiana
J. P. Woodworth, Proprietor

BURLINGTON, IOWA



Solicits Your Shipping on This Basis

One day delivery to Omaha, Twin Cities, Chicago, and St. Louis. Clean storage and efficient handling. On main line C. B. & Q. Free switching on all roads. Low insurance. Pool cars handled promptly. On shipment originating east of Chicago, we can distribute to entire State of Iowa cheaper than if handled through Des Moines. Let our traffic department show you. Rates quoted promptly.

Mercer Transfer & Storage Co.
Burlington, Iowa

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer Co.
Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles
290,000 Square Feet Storage Space

DES MOINES, IOWA

When You Think Of IOWA-Think BLUE-LINE Storage Company

The Shortest Distance Between Sales and Delivery Increases Sales

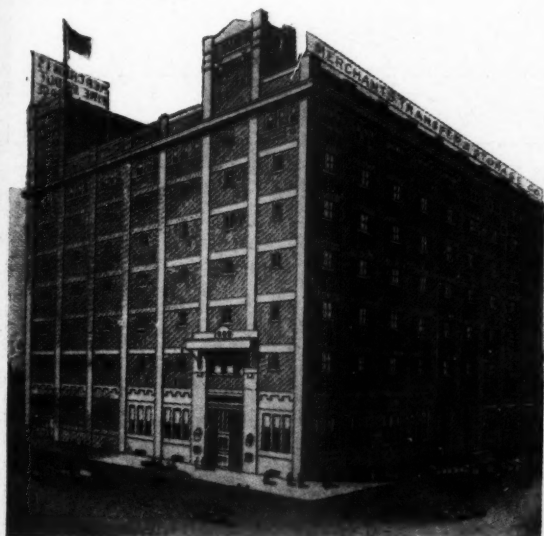
Our facilities for handling spot stocks are unequalled in Iowa—can save you money by routing all shipments through Des Moines. Private tracks handling sixteen cars at same time, free switching service, fireproof warehouses and a reputation established by serving such firms as the Curtis Publishing Co., Sun Maid Raisin Growers, Postum Cereal, Corn Products Corp., and many others assure you of reliable and reasonable service. Rates furnished promptly.

Blue Line Storage Co.

L. E. Stone, Mgr.
Des Moines, Iowa



DES MOINES, IOWA



200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

MERCHANTS TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members
NFWA

CWC

DES MOINES, IOWA

RED LINE Transfer & Storage Co., Inc.

*Merchandise and Furniture Warehouse
Distributors and Forwarders*

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our
Warehouse

515 East Court Ave. Des Moines, Iowa

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

HUTCHINSON, KANSAS

MERCHANTS TRANSFER & STORAGE CO.

EST. 1900

We operate separate warehouses for
storage and distribution of both

Household Goods and Merchandise

We are equipped to render every
warehousing service and three rail-
roads serve our warehouses with pri-
vate sidings, eliminating handling
charges and assuring you of maximum
service.

Qualified by twenty-three years' ex-
perience to represent you in this terri-
tory.

Located on
Rock Island, Santa Fé, Missouri Pacific
13 First St., West

DES MOINES, IOWA

WAREHOUSE TRANSFER & STORAGE CO.

Furniture Moved, Packed, Stored, Shipped
We Specialize in City Distribution
Covering All Sections of City Daily

IOWA'S LARGEST PIANO MOVERS
Office and Warehouse, 12th and Keesauqua Way
Member I. W. A.

MARSHALLTOWN, IOWA

EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot
stocks, stores, moves and ships furniture, hauls by truck, and
doesn't charge too much. If you've got anything for Iowa,
"Send It To Ewing."

EWING TRANSFER CO., Marshalltown, Iowa

OTTUMWA, IOWA

DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:
Central Warehousemen's Club
National Furniture Warehousemen's Association

SIOUX CITY, IOWA.

RATHBUN Van & Storage Co.

You built your factory to make things in, not to store them.
Storage is the business of warehouses. Release that valu-
able factory space for manufacturing, and put the goods
where your customers in Iowa, Nebraska, Kansas, Minnesota
and the Dakotas can get them sooner.

We act as your western shipping room, having five railways
right at our doors. Ship by carloads, and more than pay
our charges out of the savings. Write for tariff on your
goods.

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

KANSAS CITY, KANSAS

THE INTER-STATE TRANSFER & STORAGE COMPANY

PACKING, MOVING, STORING AND SHIPPING
1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
L. J. Canfield.

PITTSBURG, KANSAS

Best Location for KANSAS, MISSOURI, and OKLAHOMA MERCHANDISE STORAGE and POOL CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pitts-
burg, Kansas City Southern, Missouri Pacific, and St. Louis
& San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

The Men Who Distribute

Federal Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TOPEKA, KANSAS.

N. F. W. A. A. W. A. C. W. C.

THE TOPEKA TRANSFER & STORAGE CO., Inc.

Established 1880

Three houses for Merchandise—Household Goods

Our private switch connects with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor van, packing and reconditioning services. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION and shipment from spot stocks of merchandise at low rates, accurately and promptly. Consign a carload for a test.

WICHITA, KANSAS

Best Distributing Point for the Southwest

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. F., C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

Southwestern Transfer and Storage Company

Office—421 N. Water St.

Warehouse—428-432 N. Wichita St., Wichita, Kansas
POOL CAR DISTRIBUTORS Correspondence solicited

WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.
J. H. BRUGH, Sec., Gen. Mgr.



General Warehousing
Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

UNITED WAREHOUSE CO.

Wichita, Kansas
115 N. Meade & 815 E. 2nd

Kansas City, Mo.
2114 Central St.

WICHITA, KANSAS

*Our Insurance Rates Are the
Lowest*

Select your Warehouseman as you would your
banker.

"Service Is Our First Consideration"

BROKERS OFFICE & WAREHOUSE CO.

"BONDED"

143 No. Rock Island Avenue

STORAGE, DISTRIBUTION and FORWARDING

Centrally located in the jobbing district and to the Railway Stations.

M. E. CUYKENDALL, Mgr.

New

Fireproof

Reliable

LEXINGTON, KY.

W. R. MILWARD Furniture Storage

Packing and Shipping

159-161-163 North Broadway

LEXINGTON

KENTUCKY

ESTABLISHED 1879

LEXINGTON, KY.

UNION TRANSFER & STORAGE COMPANY

INCORPORATED

Merchandise and Furniture Storage
Distributors and Forwarders
Warehouses on Private Sidings

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood
of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President

E. H. Bacon, Vice-President



LOUISVILLE, KY.

SAFETY TRANSFER AND STORAGE CO., INC.

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

The Men Who Distribute

Globe Soap

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ALEXANDRIA, LA.

ALEXANDRIA

In the Heart of Louisiana

The meeting point of seven roads
giving quick service to nearly
every town and city in state

NOW IN OUR NEW BRICK AND CONCRETE WAREHOUSE WITH PRIVATE SIDING ON C. R. I. P. RAILROAD. THE FOLLOWING NATIONALLY KNOWN CONCERNS USE OUR SERVICE. WHY NOT YOU?

The Procter & Gamble Dis. Co. Memphis, Tenn.
The Ohio Match Co. Wadsworth, Ohio
The Borden Co. New York, N. Y.
Kellogg Toasted Corn Flake Co. Battle Creek, Mich.
Sears, Roebuck & Co. Chicago, Ill.
Montgomery Ward & Co. Chicago, Ill.
Shapleigh Hdwe. Co. St. Louis, Mo.
Simmons Hdwe. Co. St. Louis, Mo.
Federal Match Corporation New York, N. Y.

We Also Serve the Leading Louisiana Concerns

TRY US

Your inquiries Will Receive Prompt Attention

Carnahan's Transfer & Storage

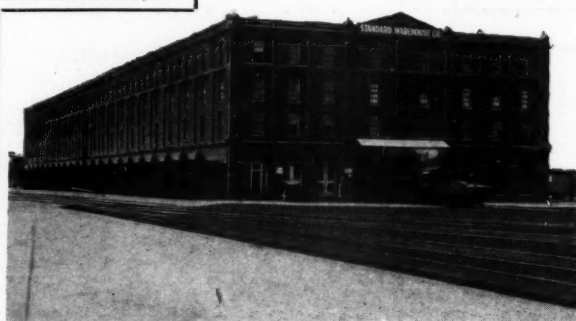
Second and Xavier Street

Alexandria

Louisiana

Members { American Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

NEW ORLEANS, LA.



All You Desire

Volume of freight is, of course, accompanied by extent of facilities. Handling a volume second only to New York, New Orleans offers shippers first-class mediums of distribution.

An intelligent, expert use of these facilities is offered by our traffic department. Pool cars are distributed and spot stocks forwarded without friction or astrays. Our 100,000 feet of space is amply served by 800 feet of platform, where forty trucks may be simultaneously loaded for city and interurban delivery. Our switch tracks are inside the building, guaranteeing perfect protection.

Export and import matters can be safely left to us.

STANDARD

Warehouse Company,

100 Poydras St.,
New Orleans, La.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

*All cement warehouses, low insurance,
low handling costs.*

*Only one-half square from Mississippi
River.*

Track facilities for *seventy-three (73)*
cars at one time.

Operated in conjunction with *Dennis
Sheen Transfer, Inc.*, oldest and most
complete hauling corporation South.

Electrical unloading and piling devices
built to eliminate any damage in handling.

Excellent switching connections, with
all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

BANGOR, MAINE

GUY P. BAILEY

Storage Warehouse

75-85 French Street

Household Goods and General Merchandise
POOL CAR SHIPMENTS

BANGOR, MAINE

McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

General Storage and Distributing
Capacity 70,000 Sq. Ft.

Rail and Water Connection
Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association
American Chain of Warehouses

The Men Who Distribute

Postum Cereal

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PORTLAND, MAINE

Galt Block Warehouse Company

PORTLAND, MAINE

**STORAGE, GENERAL MERCHANDISE
AND HOUSEHOLD GOODS**

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial Street, Portland, Maine
J. S. SAWTELLE, *Manager*.

BALTIMORE, MD.

**THE KAUFMAN FIREPROOF
STORAGE WAREHOUSES**

Chas. H. Kaufman, Prop.

General Offices

524 to 530 W. Lafayette Ave., Baltimore, Md.

Warehouses:
524-534 W. Lafayette Ave.
532-534 W. Lafayette Ave.
1404-1406 Division St.
1405-1407 Brunt St.

Members:
N. F. W. A.
A. W. A.
Balt. F. W. A.

**MOTOR VANS FOR LONG
DISTANCE HAULING**

BALTIMORE, MD.

Phone Gilmer 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear
Balt. F. W. A.

BALTIMORE, MD.

Low Insurance Rates

Merchandise Warehousing

&

Distribution

Complete modern Warehouse Service
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

BALTIMORE, MD.

FIDELITY**STORAGE CO.**

2104-6-8-10 Maryland Avenue

Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted

MEMBERS

Baltimore Furniture Warehousemen's Association.
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse**THE PURCHASING POWER**

of the field covered by

Distribution and Warehousing

is that of an industry with a
total investment of more than
\$1,000,000,000.00

BALTIMORE, MD.

Security Storage & Trust Company

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of

Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE
& CARPET CLEANING CO.**1110-1116 PARK AVENUE, BALTIMORE,
MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving
Carpet Cleaning*

Members N. F. W. A. and B. F. W. A.

ARLINGTON, MASS.

ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sections

Household Goods Exclusively
Modern Heated Piano Room

Separate Locked Rooms for Furniture

First-Class Auto-Truck Service
Packing and Shipping Anywhere
Consignments Solicited

BOSTON, MASS.

GIBBS EXPRESS CO. YETTEN'S STORAGE

ESTABLISHED 1845

232 State St.

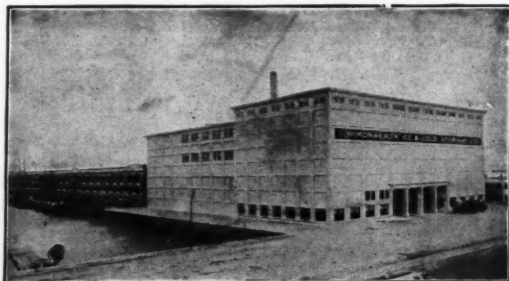
Tel. Richmond 3408

General Merchandise Distribution and Warehousing
We operate 6 motor trucks and 6 horse drawn vehicles

BOSTON, MASS.

For Service in Boston It's Commonwealth

Where Rail Meets Sail



*Cold storage for all classes of perishable merchandise.
Directly connected side track on New York, New
Haven & Hartford.*

*General storage space for all classes of merchandise.
Perfect local distribution facilities.*

**COMMONWEALTH
ICE AND COLD STORAGE CO.**
220 Northern Avenue, Boston, Mass.

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept. South Boston
79 Broadway
Intown Office
28 Bromfield Street Boston

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention
Given to
Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

GEORGE S. LOVEJOY, Manager, General Storage Department
Main Office: 178 Atlantic Ave., Boston, Mass.

BOSTON, MASS.

Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores
308-316 Congress Street, Boston, Mass.

Direct Track Connection
New York, New Haven & Hartford Railroad
Dockage for Steamers and Vessels

Storage of Wool, Leather and General Merchandise

Fort Hill Storage Warehouse

415-429 Atlantic Avenue
76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

BOSTON, MASS.
BRIGHTON, MASS.

Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater
Boston. B. and A. R. R. Siding.

MOTOR TRUCK SERVICE.

Pick Your Consignee

from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



Mystic Stores, Charlestown
Boston & Main siding
Adjoins Mystic Wharf

E Street Stores, South Boston
Direct R. R. connection with N. Y.,
N. H. & Hartford

Storage of Wool, Cotton and General Merchandise

LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

CARTAGE TO AND
FROM FREIGHT STATIONS
AND BOAT LINES

Fumigation of Foreign Cotton and Cotton Waste

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

BROCKTON, MASS.**Brockton Fireproof Storage Company**

43 North Montello Street, Brockton, Massachusetts

Telephone Brockton 1140

General Merchandise. Distributing. Separate Rooms for Furniture. Negotiable Receipts.

Bonded Warehouse. Our Own Slide Track. Member A. W. A.
Located in center of business and shipping district on N. Y., N. H. & H. R. R.**CAMBRIDGE, MASS.**

When shipping goods by rail, consign to our care via Boston and Albany R. R., East Cambridge Station. Car lots will be placed at our door on our own private siding.
METROPOLITAN STORAGE WAREHOUSE CO.
 134 Massachusetts Avenue, Cambridge, Mass.
 WARREN B. HIBBERT, Manager

GREENFIELD, MASS.**Greenfield Storage Company**

Fire Proof Public Warehouse

B. & M. R. R. Siding—Free Switching.

COLD STORAGE—MERCHANDISE—FURNITUREMachinery Transfer—Long Distance Trucking
Commercial and Truck Garage adjoining**HOLYOKE, MASS.****Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St.

Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y. N. H. & H. and B. & M. Sidings

LOWELL, MASS.**A REAL ALL-ROUND
SERVICE INSTITUTION****HARVARD STORAGE AND WARE-
HOUSE COMPANY OF LOWELL****NORTHAMPTON, MASS.****Moving—Storing—Packing—Shipping
GLEASON BROTHERS**P. P. Gleason
Prop.Long distance transfer by auto truck
Building Movers—Crushed Stone, Cement and Mortar Sand
Storage Warehouse—N. Y., N. H. & H. R. R.

Office 7 Pearl St.—Tel. 413-W

Member National Furniture Warehousemen's Assn.

Northampton Baggage Transfer

Boston & Maine R. R.—N. Y., N. H. & H. R. R.
Tel. 153**WORCESTER, MASS.**

J. W. MacGregor

George A. Bowker

GEORGE A. BOWKER, Inc.**STORAGE WAREHOUSE**Distributors of General Merchandise
Carload and Pool Lots a Specialty

NEW BUILDING B. & M. R. R. SIDING

122-124 Central Street 111-113 Thomas Street

Reliable Service

WORCESTER, MASS.

IN THE HEART OF NEW ENGLAND

Bowler Storage and Sales Company**General Merchandise Warehousemen**Specializing in Receiving, Storing and Distributing General Merchandise
for Manufacturers, Agents and Brokers.

By an Organization Whose Policy Is

SECURITY, SYSTEM and SERVICE**WORCESTER, MASS.****NORTHEASTERN
STORAGE & DISTRIBUTING CO.**Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER, MASS.

C. A. BARTON, President

F. A. JENKS, Vice-President

GEO. T. DEWEY, Treasurer

Worcester Cold Storage and Warehouse Company

Members A. W. A.

Pool Car Shipments General Merchandise Storage

Local Distribution

Cold Storage of Food Products

Direct Boston & Albany Railroad Siding

BAY CITY, MICH.**The Riverside
Truck & Storage Co.****General Merchandise Distribution**

Storage of Household Goods and Merchandise.

Car Load Lots and less than Car Load Lots.

Private Railroad Track.

Sidings on All Railroads Entering Bay City.

Office and Warehouses:**Cor. 2nd and Adams St., Bay City, Mich.****BAY CITY, MICH.**

G. VAN HAAREN

V. VAN HAAREN

P. Van Haaren & Sons Storage Co.**FIRE PROOF STORAGE**

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE**MOTOR TRUCK SERVICE**

Est. 1880

BAY CITY, MICHIGAN

DETROIT, MICH.**BAIER TRANSFER CO.****Griswold at Atwater St.**

Main 1496. Cherry 6424

Holiday and Night Calls—Empire 0885

MOVING—CITY and INTERURBAN**STORAGE and PACKING****TRANSFER OF BAGGAGE****FORWARDERS TO WESTERN COAST POINTS****CANADIAN LICENSE****2 WAREHOUSES****MAIN OFFICE**

142 Griswold St.

GARAGE

2973 West Grand Blvd.

DETROIT, MICH.

**Your Big Desire Fulfilled—
The House of Personal Service**



**DETROIT
MICHIGAN'S LARGEST FIREPROOF
STORAGE WAREHOUSE**

A Safe Depository for
AUTOMOBILES **HOUSEHOLD EFFECTS**
FURNITURE **MERCHANDISE**
MUSICAL INSTRUMENTS
 Cold Storage Vaults for Furs, Export Boxing
 Etc. Reshipping and Distribution
 Rug and Textile Vaults Trunk Vaults and Picture
 Rug and Upholstering Clean- Gallery
 ing The Finest Moving Equip-
 Furniture Repairing ment in the Middle West
 Safety Deposit Vaults Rigging and Erecting
 Crating and Packing

We remit on receipt of Documents and Goods

DETROIT, MICH.

Great Central Warehouse Company

1321—12th Street, Detroit, Michigan

Merchandise Warehouse Exclusively

Private R. R. Siding on Michigan Central R. R.

Can Handle 40 Cars Daily

Prompt and Efficient Service Guaranteed

POOL CARS AND L.C.L. SHIPMENTS

**MOTOR TRUCK DISTRIBUTION IN
DETROIT AND VICINITY**

Our warehouse is located on the west side of Detroit, easily accessible to all manufacturing plants and railroad freight depots.

DETROIT, MICH.

**HORN'S
COMMERCIAL WAREHOUSES**

We store or distribute all classes of merchandise. We operate our own motor trucks and can give

"SERVICE."
"THRU SERVICE WE GROW"

DETROIT

MICH.

DETROIT, MICH.

JOHN F. IVORY, Inc.

Office 6439 Hamilton Ave.

Moving Engineers

Moving

Packing

Shipping

Storage

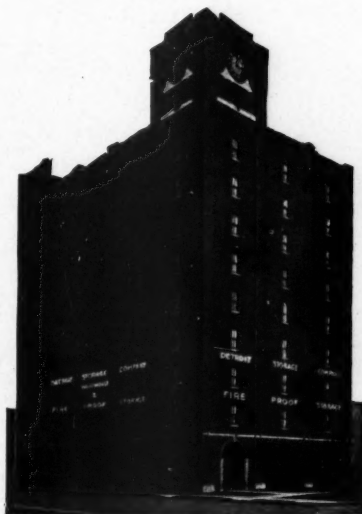
Warehouse 1338 to 1348 Lafayette Boulevard

Phones: Northway 2714-2982

DETROIT, MICH.

Detroit Storage Co.

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING
 Corner East Grand Boulevard and Beaubien St.,
 DETROIT, MICH.

Member National Warehousemen's Ass'n.

DETROIT, MICH.

Manufacturers Warehouse Company

1716 W. LAFAYETTE BLVD.

Commercial and Bonded Warehouse

Centrally Located to All
Railroads and Boat Lines

DETROIT, MICH.

MERCHANTS WAREHOUSE CO.

Storing, Distributing, Forwarding

5620 FEDERAL

E. B. Dixn, Manager

Detroit, Mich.

DETROIT, MICH.

METROPOLITAN EXPRESS & CARTAGE CO.

Moving, Storage, Packing, Shipping

**WE MOVE BY VAN WITHIN 1000 MILES
EVERY LOAD INSURED**

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

DETROIT, MICH.

**The Michigan Terminal
Warehouse Co.**

See our advertisement on front inside cover, page 2.

DETROIT, MICH.

WM. P. BRADLEY
PresidentJULIUS BERMAN
Vice PresidentFREDERICK B. BROWN
Secretary Treasurer**RAILROAD WAREHOUSE INC.**

DETROIT, MICHIGAN

OFFICE:
1212 First National Bank Bldg.
Telephone, Main 2922General
Merchandise
StorageWAREHOUSE:
6930 West Jefferson Avenue
Telephone, Cedar 5060

50,000 Square Feet of Ground Floor Space

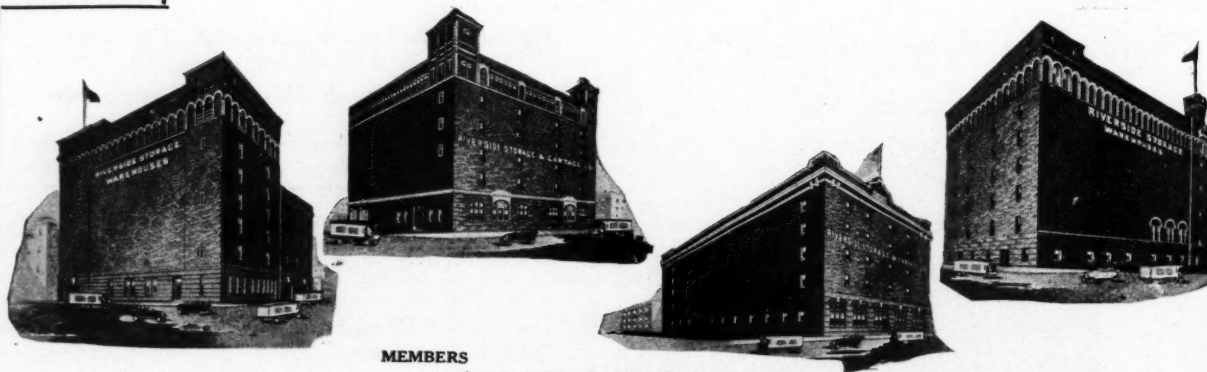
Warehouse Located in Heart of Factory District

PRIVATE R. R. SIDING

Direct Connection on: Penn. R. R., Pere Marquette R. R., Mich. Central R. R. and Wabash R. R.

*Inside and outside space for coal, lumber, brick and building material
of all kinds. Carload lots or L.C.L. shipments.*WE SOLICIT YOUR MERCHANDISE STORAGE BUSINESS IN DETROIT
EFFICIENT SERVICE CARTAGE FACILITIES

DETROIT, MICH.



MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's AssociationJ. D. DUNN
President & TreasurerR. CROUL DICKINSON
Vice-PresidentC. H. BREAUULT
Secretary**STORAGE—REMOVALS—PACKING—SHIPPING**
"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.

DETROIT, MICHIGAN

DETROIT, MICH.

**From Car to Customer**

Your merchandise when shipped in pool cars and consigned to **PENINSULAR WAREHOUSES** is promptly transferred from cars to trucks for immediate distribution to your customers.

WE WOULD BE PLEASED TO SEND YOU OUR PLAN FOR THE STORAGE AND DISTRIBUTION OF YOUR MERCHANDISE

PENINSULAR WAREHOUSES

Incorporated

The Symbol of



Real Service

643 Book Bldg.

DETROIT

GRAND RAPIDS, MICH.

LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN**COLUMBIAN STORAGE & TRANSFER CO.**

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

"INSTANT SERVICE"

MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks. Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding

Michigan Central R. R.

Free Switching

DETROIT, MICH.

WOLVERINE STORAGE CO.

EAST JEFFERSON AVENUE

AND

TERMINAL RAILROAD

Storage

Moving

Packing

Shipping

LARGEST FIREPROOF WAREHOUSE IN STATE

Members National Furniture Warehousemen's Association

GRAND RAPIDS, MICH.

Most Up-to-Date Warehouse in Michigan

Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling.

General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued.
Pool Car Distribution.

Furniture Manufacturers Warehouse Co.

505-511 Fulton Street, West

Grand Rapids, Mich.

FLINT, MICH.

THE ONLY FIREPROOF WAREHOUSE IN FLINT, MICHIGAN

Moving Packing Shipping Storage

FLINT FIREPROOF STORAGE CO.

615 East 6th Avenue

GRAND RAPIDS, MICH.

Elston Packing & Storage Company

Storage—Moving—Packing—Shipping

Office: Wealthy St. and Charles Ave., Grand Rapids, Michigan

GRAND RAPIDS, MICH.

MOVING, PACKING, STORING

Every load protected by insurance while in transit
Courtesy, Service, Safety
Long Distance Moving

GRAND RAPIDS STORAGE & VAN COMPANY

1546 Lake Drive, S. E.

Grand Rapids, Mich.

The Men Who Distribute

Pacific Coast Cones

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

GRAND RAPIDS, MICH.

That Isn't the Half of It!



This is more than just a warehouse, and these impressive buildings tell but half the story. The whole story is one of equipment, expert men and the kind of well-planned business you would like to place at the service of your best customers.

Adopt no half-way measures when anyone in your town ships to Grand Rapids. Complete the job by marking it "Richards Warehouse."

The Richards Warehouses are 10 in number, each equipped for the handling and storage of commodities which we classify with great care.

RICHARDS WAREHOUSE CO.

Grand Rapids, Mich.

KALAMAZOO, MICH.

HASTINGS TRUCK CO.

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

LANSING, MICH.

Fireproof Storage and Transfer Co.

The Only Fireproof Warehouse in City for Furniture and Commercial Storage

POOL CAR DISTRIBUTION

Move — Pack — Crate — Transfer

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

Washington Ave. at Genessee St.

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

DULUTH, MINN.

Established 1892

Thirty-One Years of Experience

DULUTH VAN & STORAGE CO.

18 Fourth Avenue, West

Modern Storage Facilities for Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

HART

TRANSFER & STORAGE COMPANY

PACKING, STORAGE, SHIPPING

Largest Padded Vans in the City

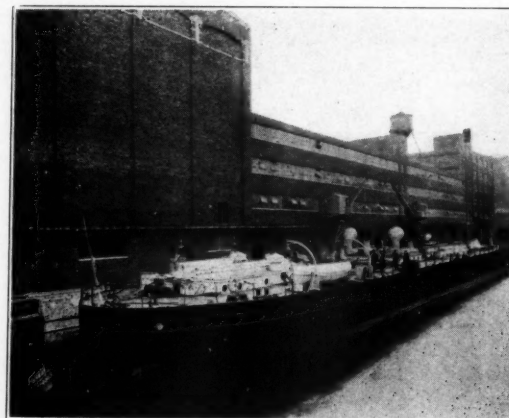
Private Switch—No Switching Charge

Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling, private locked rooms, heated piano and painting rooms. Advanced charges remitted instantly. Reciprocity at every opportunity.

POOL CARS DISTRIBUTED

17 NORTH FIFTH AVE., WEST

DULUTH, MINN.



McDougall Terminal Warehouse Co.

Owners of

MINNESOTA-ATLANTIC TRANSIT COMPANY
Duluth, Minnesota

The Northwest's Newest and Greatest Terminal

350,000 sq. ft. General Storage Space

1,000,000 cu. ft. Cold Storage Space

90-Car Track Capacity—Free Switching

Insurance Rate 10c Complete Service

2,000 feet Water Front

Water Transportation

Refrigerated Motorships and Steamers

Bi-Weekly Sailings Direct to New York

All-water No Transfer

Fastest Lake and Rail Service

Sailings Every Other Day—All Eastern Points

Via Port Huron, Mich.

McDougall Terminal Warehouse Co.

Duluth, Minnesota

New York

Minneapolis

St. Paul

DULUTH, MINN.

SECURITY STORAGE & VAN CO.

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE

POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

MINNEAPOLIS, MINN.

THE BOYD TRANSFER & STORAGE CO.

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

Outstanding Facts About BOYD

Storage Plant Covering an entire City block.
Fireproof Warehouse for Household Goods with
 1600 Rooms and Compartments.
Freight Depot on C. G. W. R. R. for Merchandise
 Storage and Distribution. Trackage for Twenty
 Cars.
Largest Pool Car Forwarders in the Northwest.
 Forty Motor and Horse-drawn Vans covering every
 part of Minneapolis and St. Paul.

THIRTY YEARS EXPERIENCE

MINNEAPOLIS, MINN.

MURPHY**Transfer & Storage Co.**

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates,
 the safety of your goods is not only assured, but at
 lower cost.

Three railroads connect direct to our platform: the
 G. N., M. & St. L., and C., B. & Q. All others switch
 free to us.

MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the
 downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING
 MERCHANDISE AND HOUSEHOLD GOODS
 TRUCK SERVICE**

Regular Trips Between Twin Cities

Cameron Transfer and Storage Co.

Main Office, 420 Second Avenue South
 Warehouses: 734 to 758 North Fourth Street

MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

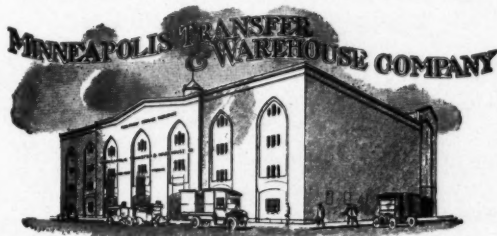
Members—A. W. A. C. W. C. Minn. W. A.

MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET

FIREPROOF**Lowest Insurance Rate in Minneapolis**

Locked private fireproof rooms for storage of household goods. Pool
 car distributors. Complete fleet of vans and motor trucks.



The Men Who Distribute

Illinois Seeds

Read **DISTRIBUTION & WAREHOUSING**
 and consult the Shippers' Index

MINNEAPOLIS, MINN.

**SECURITY
WAREHOUSE COMPANY**

Established 1883

**MERCHANDISE
STORAGE And
DISTRIBUTION**

For Minnesota and Northwestern States

**L. C. L. Shipments without
Cartage****Motor Truck Deliveries****Located in heart of
wholesale district****Minneapolis**

MINNEAPOLIS, MINN.

**Skellet
of Minneapolis**

deserves a place at the head of your Minneapolis list. A
 new warehouse, modern in every detail, and operated by
 experienced men along most efficient lines. Open storage
 and private rooms; centrally located on private side track;
 21 vans and trucks. Our facilities and service warrant
 your investigation. We have the knack of making new-
 comers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLET COMPANY

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

MINNEAPOLIS, MINN.

Consign your Minneapolis shipments to

The Thompson Transfer & Storage Co.

Prompt and efficient service on
Pool Cars of household goods and
merchandise. Motor Van Service

Collections remitted upon receipt of B/L

Office 310 South 4th Street

ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of
HOUSEHOLD GOODS

ST. PAUL, MINN.

Your Patrons in the Northwest Demand Quick Service

Let us help you give it to them

We are at the natural gateway, at the junction
of nine railroads, Minnesota Transfer, in Mid-
way, a short distance from the jobbing and
retail districts of both St. Paul and Minneapolis
—giving complete accessibility from one stock
to every point.

L. C. L. shipping without carting. Motor
Trucks for local deliveries. Forty acres of
ground. Six miles of trackage, operated by our
electric locomotives.

**Merchandise Bonded and Cold Storage
Industrial Sites**

*Let us help you solve your distribution problem
in this territory.*

CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue
St. Paul, Minn.

Members A. W. A., Central Warehousemen's
Club and Minnesota Warehousemen's Asso-
ciation



ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER Co.

HIGH GRADE STORAGE ACCOMMODATIONS
Office, 310-312 Cedar St.
Pooled Cars Distributed, Three Track Warehouses,
Merchandise and Household Goods

ST. PAUL, MINN.

Kedney Warehouse Co.

9th & Broadway—on G. N. & Burlington

**Merchandise Storage
and Distribution**

Moving, Packing and Shipping
Household Goods

Members A. W. A., C. W. C., Minn. W. A.

ST. PAUL, MINN.

ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

**Merchandise Storage and
Distribution**

ST. PAUL



JACKSON, MISS.

RICKS Storage & Distributing Company

BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods
Storage and Distributing

Modern Brick Buildings
Private Siding I. C. R. R.
Motor Truck Service

Member—A. W. A.

The Men Who Distribute

California Walnuts

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

JACKSON, MISS.

Wright Transfer Company

Office, 261 Pearl Street
Jackson, Mississippi

Storage and Distribution
Merchandise and Household
Goods

Special Attention to Pool Shipments

13 Years Experience

"FOR RIGHT SERVICE SHIP TO WRIGHT"

Moral—Use Warehouses

SOME one once remarked that among the names of the greatest inventors should be that of the man who invented interest. Perhaps the same list should include the inventor of discount. An interesting story is told of a manufacturer of electrical appliances who used in his factory a material which was quite valuable, in fact so much so that he found his working capital insufficient to meet his needs and as a result his credit began to be impaired. The producer of this material usually sold it on terms, sixty days net or 3% discount for cash in ten days.

As considerable quantities were used by this manufacturer he evolved this plan: He arranged with his local bank to loan him sufficient money on negotiable warehouse receipts to pay the manufacturer. This enabled him to buy in carload lots and thus secure a lower price. The 3% saved paid all the warehouse charges and bank interest and left a very tidy sum at the end of the year. **RESULT—Everybody Happy.—Sid Smith.**

JOPLIN, MO.

Tonnies Transfer & Storage Co.
1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

Serve the Southwest with United Service



KANSAS CITY WAREHOUSE

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

UNITED WAREHOUSE CO.

Capital, \$100,000.00

Kansas City, Mo.
2114 Central St.



Wichita, Kansas
815 E. 2nd

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

The Men Who Distribute

Swift & Co. Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

Kansas City, Mo.



HOUSEHOLD GOODS COMPANIES

L. Leritz & Son Storage & Moving Co.,
Kansas City, Mo.

Monarch Transfer & Storage Co.,
Kansas City, Mo.

Perky Bros. Transfer & Storage Co.,
Kansas City, Mo.

A. B. C. Fireproof Warehouse Co.,
Kansas City, Mo.

Groves Fireproof Warehouse Co.,
Kansas City, Mo.

Lincoln Fireproof Storage Co.,
Kansas City, Mo.

D. A. Morr Transfer & Storage Co.,
Kansas City, Mo.

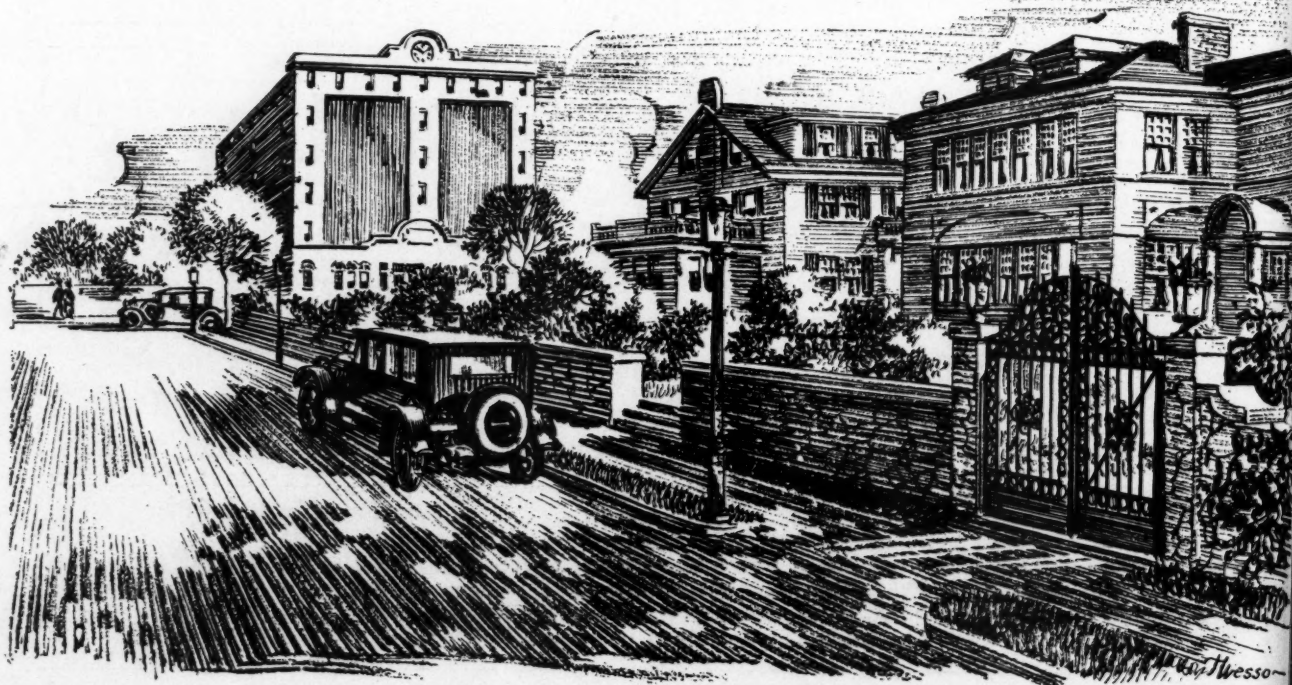
Beebe Storage & Moving Co.,
Kansas City, Mo.

MERCHANDISE WAREHOUSE COMPANIES

Adams Transfer & Storage Co.,
Kansas City, Mo.

Crooks Terminal Warehouses,
Kansas City, Mo.

Central Storage Company,
Kansas City, Mo.



ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving Co.

R. U. Leonori Auction & Storage Co.

American Storage & Moving Co.

J. Brown Storage Co.

In the world of household goods warehousing, these words are synonyms —

SAINT
LOUIS
MISSOURI

&

GENERAL
WAREHOUSING
COMPANY

ST. LOUIS, MO.

BEN A. LANGAN

FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



Pennsylvania Terminal Warehouse Co.
of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

ST. LOUIS, MO.

Gunn Transfer Co.

Inc.

112-114 S. Seventeenth St.

St. Louis, Missouri

Storage and Distribution

Pool Cars Assembled

and Distributed

Merchandise

Furniture

Low Insurance Rate

Warehouse on R. R. Siding

HASTINGS, NEBR.

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STORAGE—FURNITURE
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Private Railroad Siding
All Railroad Connections

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BONDED WAREHOUSE

NORFOLK

TRANSFER and STORAGE

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Merchandise, Household Goods and Automobiles
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OMAHA, NEBR.

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Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

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Welch Grape Juice

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

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Exclusive Household Storage

Removals — Packing — Forwarding

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OMAHA

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Our Warehouse is in the Center
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HOUSEHOLD GOODS

*New and Absolutely**Fireproof Warehouse*

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Main Office: 219 North 11th Street

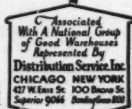
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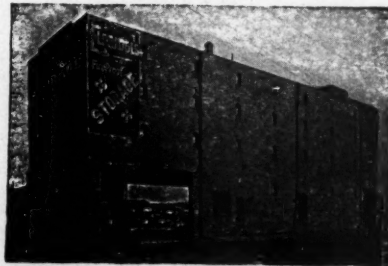
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Accessible to All Railroads.

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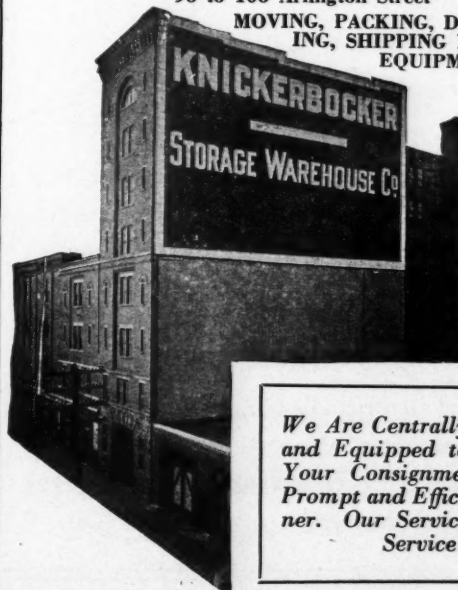
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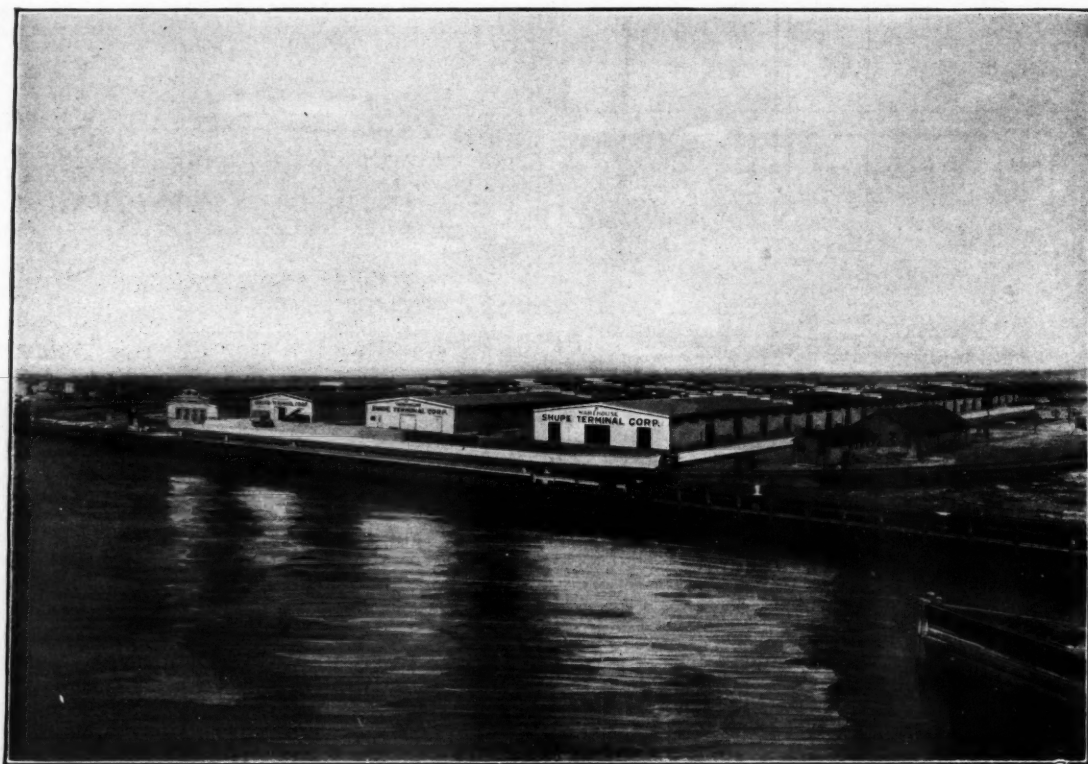
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Unsurpassed distributing facilities for manufacturers

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Capacity, 1000 Cars

Fireproof Brick and Concrete
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Members—A. W. A.—N. F. W. A.

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1 DEAN STREETStorage, Transferring and Forwarding
Direct Track Facilities Pool Car Distribution

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We make a specialty of handling shipments from correspondents. Call on us at any time for any class of work. Our fleet of electric and gasoline vans for city and out-of-town removals will give you the best of service.

When you have collections that you want handled carefully and quickly, give us the order.

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We Give the "Service" You Expect

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Aetna Storage Warehouses

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Nineteenth St. and Eighth Ave.
Brooklyn

Storage for Household Goods
and Merchandise, Packing and
Shipping, Motor Vans.

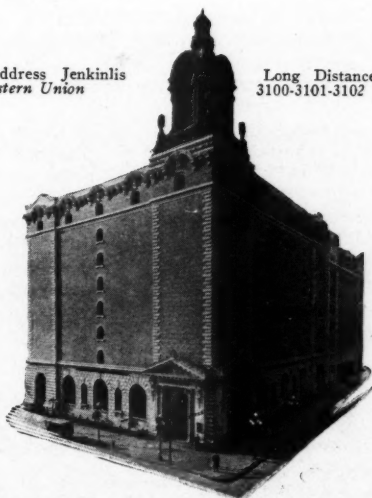
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Moving, Packing, Storage of
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Fireproof and non-fireproof warehouses convenient to railroads.

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Warehouse on New York Central Tracks

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STORAGE FOR HOUSEHOLD EFFECTS

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Rates on application

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Queens Borough Consignments—serving principally Woodside, Winfield,
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WE SHIP SUDDENLocated Main Line—D. L. & W. R. R. and
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DISTRIBUTING AND WAREHOUSING

Best Warehouse in the Southern Tier.
Low insurance.Reference: Second National Bank,
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Service Our Middle Name

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In these two states, Elmira, N. Y., geographically is the "hub," with shipping facilities on four railroads—Erie, Lackawanna, Pennsylvania and Lehigh Valley.

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Add to these advantages the completeness of our pool car distribution, storage and re-shipping services.

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Our Service Extends to **Household Goods**
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Forest Hills Fireproof Storage

Austin & Herrick St.



Storage and
Shipping of
Household
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Exclusively

Serving Forest
Hills, Elmhurst,
Kew Gardens,
Richmond Hill, Jamaica.

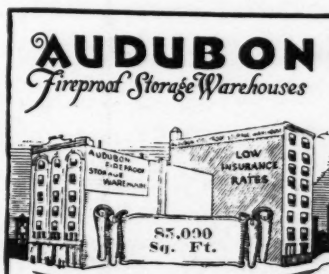
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District from 135th
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THOMAS REILLY, Prop.

130th & BROADWAY

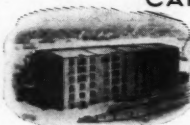
Household Goods
 Stored, Shipped,
 Moved and Packed

Member N. Y. F. W. A.
 and N. F. W. A.



NEW YORK, N. Y.

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WAREHOUSEMEN
 AND
 TRUCKMEN
 HOBOKEN, N. J.
 TELEPHONE 1878



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 Anywhere.

Dear Sir:- Re:—"Distribution in New York City & Vicinity."

We would be pleased to have you take advantage of our facilities. We believe we can give you satisfactory service, the result of our long experience.

May we have the opportunity of quoting you rates?
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Yours very truly,

CAMPBELL STORES.

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Jiffy Desserts

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Ship to
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Equipped
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are they higher than those calculated
to return you a profit.

"Our prime object is to render you a
service that, in itself, will be a source
of profit through the very nature of its
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"Whatever your problems are, we will
gladly co-operate with you. Write us
at any time, but preferably *now*."

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Specialists in Storing,
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Local and Long Distance
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Members of the Merchants Truckmen Bureau of New York

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FIREPROOF
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Centrally located we
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Warehouses
Stretching from
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40 years' experi-
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handle any ship-
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small — consigned
to New York, New
Rochelle, Mt. Ver-
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Larchmont, Ma-
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Every Form of Warehouse Service

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The GILBERT STORAGE CO., Inc.

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Walter C. Gilbert, Pres. Barrett C. Gilbert, V. Pres.

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Are you—Mr. Manufacturer—satisfied with your warehousing conditions in New York?

Are you paying a cartage charge from Railroad Station to Warehouse?

Are you paying a higher rate of Insurance than you should?

Are your goods stored in an absolutely fireproof warehouse?

Are you paying for high class service and not getting it?

We could ask you a hundred similar questions.

We are rendering unequalled service to a number of very large concerns, handling all details from receiving of goods to delivery to customer's door at a very low cost. We can do the same for you.

We are located at Bush Terminal, Brooklyn, N. Y., in the heart of the shipping centre.

We have our own Railroad Siding.

Our Export Department is at your service, re: handling all details from securing space on Steamers to final clearance papers.

We solicit your inquiries.

McNALLY BROS., INC.

Bush Terminal

BROOKLYN, N. Y.

NEW YORK, N. Y.

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Service*

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Pres. and Treas.

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Established 1875



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For Household Goods—Works of Art—Antiques.

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In Sizes from 200 to 800 Cubic Feet.

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**STORAGE
RICHMOND
WAREHOUSES**

West New Brighton, N. Y.

Shipments to Staten Island Solicited

Warehouses located at West New Brighton
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Located in the Hub of the Bronx

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A Fleet of Fifteen Padded Vans.

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Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

STORAGE MOVING PACKING SHIPPING
OF HOUSEHOLD GOODS

Collections made and promptly remitted

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A Room for Every Load of Furniture

The Tiffany Fireproof Storage Warehouses
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Pool Cars Distributed
Minimum Handling Expense
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With Automatic Fire Alarm
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Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Pianos.

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Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

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**General Merchandise
Storage**

DISTRIBUTION AND FORWARDING
Insurance Rate 12c.

Service That Brings Results

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Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

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Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

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ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES

Owned and operated by

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Facilities for Storing, Transferring and Forwarding Household Goods and Merchandise.

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**PACKING, SHIPPING and STORAGE of HOUSEHOLD
GOODS EXCLUSIVELY**

Correspondence invited

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Household Goods Moved, Stored, Packed and Shipped
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Daily Express Service Between Albany and Schenectady

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Opposite N. Y. C. West St. Station

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Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING
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**Great Eastern Storage,
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124-134 Ferry Street, Troy, N. Y.

**MERCHANDISE AND FURNITURE
STORAGE.****DISTRIBUTORS AND FORWARDERS**Private R. R. siding. Free switching from all railroads entering Troy. Main Warehouse located in Wholesale District, close to R. R. and Boat Depots. One Warehouse on the Barge Canal. **POOL CARS HANDLED.** Specialty salesmen available. Collections made. Buildings have Dry Sprinkling System. Lowest Insurance rates in the City. References from any of our satisfied customers on request.

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In Utica it is

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Special attention given to Merchandise Distribution and Pool Car shipments, also Household Goods shipments.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, New York State Warehousemen's Association and Central New York Warehousemen's Club.

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STORAGE CO., Inc.**

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Seneca Warehouse Co., Inc.

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R. R. Siding—6 Cars.

MERCHANDISE—POOL CAR DISTRIBUTION.

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29-31 Brookfield St.

Also serving

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Hartdale

Mamaroneck

Portchester

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One of the most modern and best equipped Storage Warehouses in Westchester.

**Household Goods Exclusively
Low Insurance Rate****Packing—Crating—Shipping****Members N.Y.F.W.A. Reference,
Any Bank in Our City**

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McCann's Storage Warehouse Co.
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Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

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Is the natural distributing point for North and South Carolina. We distribute pool cars, store merchandise only and act as branch house for manufacturers. Fireproof warehouses. Free switching with all roads entering City.

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Established 1908

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Bonded fireproof storage.
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Pool cars handled promptly. Motor Service.
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Rucker Bonded Warehouse Corporation

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Storage of Merchandise—Forwarding Merchandise.
Private Railroad Sidings. Sprinkler System
Low Insurance Rate.
Pool Cars Handled Quickly
MEMBERS: A. W. A.

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IN THE CENTER IS THE NATURAL DISTRIBUTING
POINT FOR CAROLINA



CAROLINA STORAGE & DISTRIBUTING CO.
Merchandise Storage and Distributing
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126,000 square feet floor space. Seventeen years of service to shippers. Merchandise, agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges.

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Kedney Warehouse Co.

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Members—A. W. A. C. W. C. Minn. W. A.

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THE
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LARGEST FIREPROOF STORAGE CO.

IN
AKRON

Commercial & Household Goods
LOCATED IN THE HEART OF AKRON
on B & O RAILWAY—FREE SWITCHING

AKRON, OHIO

COTTER
WAREHOUSE

Akron, Ohio



Fireproof
Warehouse
for Furniture

Motor Vans
Packing



The *W. Lee* **COTTER WAREHOUSE Company**

239 East Mill St., Akron, Ohio

Formerly
Union Fireproof Warehouse Co.

AKRON, OHIO

The KNICKERBOCKER
WAREHOUSE and STORAGE CO.

36 CHERRY STREET

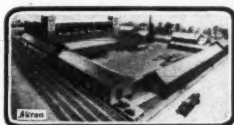
HOUSEHOLD GOODS AND MERCHANDISE
FIREPROOF WAREHOUSE MOTOR TRUCKING

AKRON, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE

AKRON, OHIO



Merchandise
Storage and
Distribution
Rubber Makers'
Supply Depot



THE UNION TERMINAL WAREHOUSES
of

The W. Lee **COTTER WAREHOUSE Company**

Established in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

Akron Office, 97 East South St.

CANTON, OHIO

THE CUMMINS STORAGE CO.

Cor. 4th and Walnut St., S. E., CANTON, OHIO
General Merchandise, Distribution and Household Goods Storage.
Fireproof and Non-Fireproof Buildings. Private Steel Lockers.
Unsurpassed facilities for handling pool car and car load shipments.

RAILROAD SIDINGS
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Cincinnati Terminal Warehouse Co.

See our advertisement on front inside cover page.

CINCINNATI, OHIO

THE CINCINNATI TOBACCO WAREHOUSE COMPANY

Main Office: 7 W. Front Street
Cincinnati, Ohio

—STORAGE—

POOL CAR DISTRIBUTION

Three Large Warehouses Capacity—300,000 Sq. Ft.
Sprinkler System
Railway Side Track Along Entire Front

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NORWOOD }

CONSIGN YOUR SHIPMENTS
FOR CINCINNATI AND
NORWOOD, OHIO, TO

THE NORWOOD TRANSFER CO.

MOVING—PACKING—STORAGE OF HOUSEHOLD GOODS
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MOTOR TRUCK SERVICE

OFFICE: 4416 Main Ave., NORWOOD, OHIO
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Members:
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Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
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MAIN OFFICE
937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.

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A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transhipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good cause for you to entrust your warehousing interests to us.

Panhandle Storage Warehouse Cincinnati, Ohio.

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Established 1858

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WALLACE TRANSFER & FORWARDING CO.

222 and 224 East Front Street

Member of American Warehousemen's Assn.,
American Chain of Warehouses

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THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
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Est. 1899

CLEVELAND, OHIO

THE
ANDREWS

Furniture Storage Co.

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National Furniture Warehousemen's Association.]

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Ship Your Cleveland Freight

Direct care Gregg Cartage Co. Freight to and from Depots.
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

GREGG CARTAGE CO.

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KEEP IT UP!

One step won't take you very far, you've got to
keep on walking;One word won't tell them what you are, you've
got to keep on talking;One inch won't make you tall, you've got to keep
on growing;One little "ad" won't do it all, you've got to keep
on going.Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

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CLEVELAND
STORAGE CO.

Established 1884

Offices: Guardian Building

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Convenient to Business and Shipping District

LOW INSURANCE RATES
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Storage and General
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Motor Truck Service

CLEVELAND, OHIO

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Cleveland, Ohio

HOUSEHOLD STORAGE

Moving

Packing

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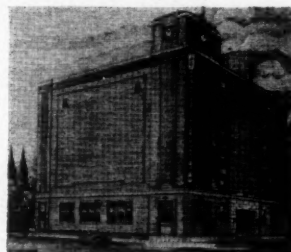
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CLEVELAND, OHIO

THE LAKEWOOD

Fireproof Storage Co.

14401 DETROIT AVE.



Send us your
Lakewood and West Side of
Cleveland shipments

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THE LAKESHORE MOVING & STORAGE CO.

664 East 105th St.



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CLEVELAND, OHIO

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CLEVELAND, OHIO

MERCANTILE STORAGE

CARLOAD

CONSOLIDATING

DISTRIBUTING

FORWARDING

FREIGHT HANDLERS

CITY DELIVERIES

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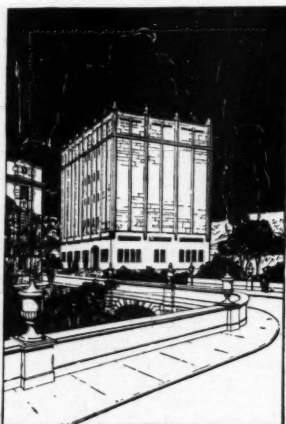
MEMBER

American Warehousemen's Assn.

National Team & Motor Truck Owners' Ass'n.

CLEVELAND, OHIO

To those families
whom you send
to Cleveland who
are particular
about the service
they get, we offer
facilities and a
service unsur-
passed anywhere
in the country.



The LINCOLN STORAGE Co.

5700 Euclid Ave., Cleveland
Established 1905

Geo. A. Rutherford, Pres.
W. R. Thomas, Vice-Pres.
W. H. Turner, Secy. and Treas.

Member N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO



Lederer Has Something
in Store for You

LEDERER TERMINAL

MERCANTILE WAREHOUSES

CLEVELAND, OHIO

ANNOUNCEMENT

Mr. Mead Redhead, the organizer and for the past eight years President and Manager of The Redhead Storage Company, has severed his connection with the old company and announces the formation of his new Storage Company.

THE MEAD REDHEAD COMPANY

Storing, Moving, Packing, Shipping

1108 East 123rd Street

Every service in Storing, Moving, Packing and Shipping will be available and the same supervision and courteous attention given at the new location.

CLEVELAND, OHIO

February 19, 1924.

The Neal Fireproof Storage Company.
7208 Euclid Avenue,
Cleveland, Ohio.

Gentlemen:

For several years we have forwarded many of our Cleveland, Ohio shipments in care of The Neal Fireproof Storage Company.

It is our pleasure to inform you that many of our customers have written to advise us of the splendid service rendered by your company.

Your promptness in answering correspondence, forwarding remittances and attention to any special details in connection with shipments have been most satisfactory.

With best wishes for your continued success,
we remain

Sincerely yours,
RIVERSIDE STORAGE & CARTAGE COMPANY
J. W. Neal
President.

JWN/MS.



Our six modern warehouses—

Our fleet of well-manned vans—

Enable us to offer you unlimited forwarding facilities.

Shipments from out of town are given personal attention by officers of our company.

A. W. NEAL
President

J. C. NEAL
Vice-Pres. and Treas.

W. R. KISSICK
Secretary

The **NEAL** FIREPROOF STORAGE CO. 7208 & 11607 EUCLID AVE.
CLEVELAND, OHIO.

CLEVELAND, OHIO

THE SCOTT BROS. Fireproof Storage Co.

1838-40 East 55th Street



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[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

New Fireproof
Warehouse
14441
Euclid Ave.



THE WINDERMERE Transfer & Moving Co.

CONVENIENTLY LOCATED FOR
EAST CLEVELAND AND
CLEVELAND HEIGHTS SHIPMENTS

MEMBERS

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[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

Ninth Street Terminal Warehouse Co.

1200 West Ninth St.

See our advertisement on front inside cover page.



COLUMBUS, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE



COLUMBUS, OHIO

Excellent facilities for
Merchandise Storage and
Distribution.



Service your customers
will appreciate.



In transit privileges.



COLUMBUS TERMINAL WAREHOUSES of

The W. Lee COTTER WAREHOUSE Company

Established in 1882

Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

COLUMBUS, OHIO

Safety First

The Fireproof Warehouse & Storage Company

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof" Member N. F. W. A.
Big 4 Private Siding
313-315 EAST FIRST STREET
A. B. Compton, Vice-President and General Manager

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED
BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

**THE
Lakewood Fireproof Storage Co.**

14401 Detroit Ave.
LAKEWOOD OHIO CLEVELAND

We solicit your shipments to
Lakewood and west side of Cleveland.

LIMA, OHIO

POOL CAR DISTRIBUTORS
EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE
General Trucking, Rigging, Long Distance Moving,
Storage and Vans
PHONE MAIN 2548 LIMA, OHIO

MANSFIELD, OHIO

Cotterage
FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE



MANSFIELD, OHIO

Fireproof Warehouse for
Furniture.

Motor Vans. Packing.

Merchandise Storage and
Distribution.

The Trunk Line City.



The W. Lee **COTTER WAREHOUSE Company**
Established in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

MANSFIELD, OHIO

**Mansfield Transfer
& Storage Co.**

**Warehouse
Furniture
Merchandise**

Mr. Wholesaler:

We reach 50 towns and
serve 1000 customers around
Mansfield by motor truck.

Let us store and distribute
your merchandise.

MANSFIELD, OHIO

MARION, OHIO

**MERCHANTS
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribu-
tion and Storage of Merchandise. Motor Vans for
Local and Long Distance Moving. Storage for
Household Goods, Automobiles and Machinery.
Packing and Shipping. Private Siding New York
Central Lines.

MEMBER N. F. W. A.

SPRINGFIELD, OHIO

**Citizens Transfer and
Storage**

W. P. BYERMAN

Private Siding on C. C. C. &
St. L. R. R.



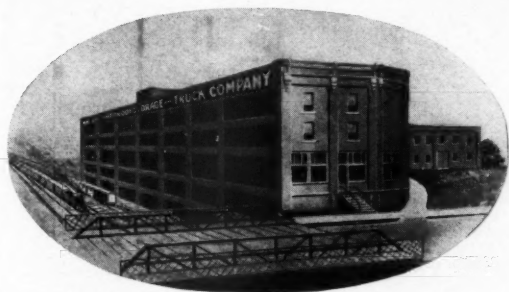
The
Squirrel
Stores
and
So Does

W. P. BYERMAN



Expert Movers and Packers
of HOUSEHOLD GOODS

SPRINGFIELD, OHIO



Springfield, Ohio Shipments!

Bill through
WAGNER
Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

TOLEDO, OHIO



**"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"**

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.
Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

Let "RATHBUN" Do It THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

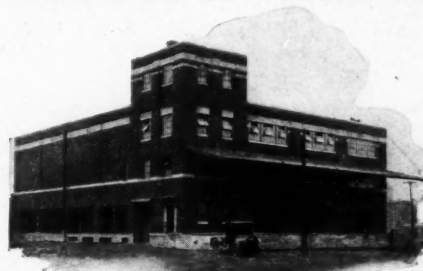
Equipment Up to 20 Tons Capacity

*Storage of Household Goods, Pianos and
Merchandise*

Members Nat'l F. W. Asso.

TOLEDO, OHIO

For Merchandise and Household Goods



The Toledo Merchants Delivery & Storage Company

Merchandise—Household Goods

FIREPROOF STORAGE

SPRINKLED

PRIVATE SIDING

The Arnold Building—Nickel Plate Road

Location—Close to Commercial Center

EXPERT TRUCK SERVICE

ESPECIAL ATTENTION TO DISTRIBUTION AND

RECONSIGNMENTS OF CAR SHIPMENTS

215 So. St. Clair St., Toledo, Ohio

TOLEDO, OHIO

THE TOLEDO STORAGE CO.

347-40-51-53-55 SOUTH ERIE ST.

formerly The Hassett Storage Company

Jobber's Warehouse

Forwarding—Cartage

Merchandise Storage Only

Distributing of Pool Cars

Warehouse Located on T. St. L. & W. R. R.—Nickel Plate R. R. 3 Car Siding

Every facility for the handling of your goods

The Men Who Distribute

Hallet & Davis Pianos

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

TOLEDO, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE



TOLEDO, OHIO

Excellent Facilities for
Merchandise Storage and
Distribution.



Service your customers
will appreciate.

Toledo is a Railroad
Center.



TOLEDO TERMINAL BRANCH of

The W. Lee COTTER WAREHOUSE Company
Established in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.
ESTABLISHED 1887 INCORPORATED 1922

CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed
Railroad Siding.

ADVERTISING
Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

OKLAHOMA CITY, OKLA.

ANNOUNCING!



THE ADDITION OF THIS BIG MODERN WAREHOUSE

Containing over 90,000 square feet of floor space, with
two large freight elevators and trackage for twenty cars.

This in addition to our present six-story fireproof
building enables us to offer you the most efficient and
economical distribution and storage in the southwest.

Lowest insurance rate in Oklahoma.

O.K. TRANSFER & STORAGE CO.

A. C. WEICKER, President

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

PORTLAND, ORE.

General Warehousing
Storage-Distribution
Portland
Oregon



*Logical distributing point
of the
Pacific Northwest Territory*

PORTLAND, ORE.

B E K I N S

FIREPROOF STORAGE

PORTLAND, ORE.
Sixteenth and Sandy Blvd.

SEATTLE, WASH.
Madison at Twelfth

PORTLAND, ORE.

G. W. CUMMINGS
PresidentJ. H. CUMMINGS
Secretary**Northwestern Transfer Co.**

Incorporated 1898

STORAGE - DISTRIBUTION - HAULING
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

PORTLAND, ORE.

Oregon Auto Despatch

Established 1904

DRAYAGE AND STORAGE

Distribution Cars a Specialty

30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

Office and Warehouse:
200 NORTH 13th STREET

PORTLAND, ORE.

Oregon Transfer Company

474 Glisan St.

PORTLAND, OREGON

We have 200,000 square feet of Class A warehouse space, a complete drayage equipment and a well organized force of experienced men in all departments.

Storage, Drayage, Distribution

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.
Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS
20th Century StorageMoving, Storing, Packing, Crating, Shipping
of Household Goods Only

Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

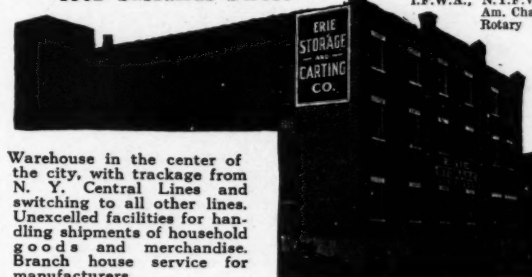
CHESTER, PA.

Headley's
Express & Storage Co., Inc.
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

ERIE, PA.

ERIE**STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y.F.W.A.,
Am. Chain &
Rotary Club

Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

ERIE, PA.

ERIE
WAREHOUSE
COMPANY*"a complete and efficient service"*

ERIE, PA.

LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

Fort Erie Warehouses & Docks
Erie, Pa.

J. M. Dunkle, Resident Manager

ERIE, PA.

Union Storage Co. of Erie

See our advertisement on front inside cover page.

HARRISBURG, PA.

Central Storage and Transfer Co.

New Warehouse

General Merchandise Distribution.

Pool Car Distribution.

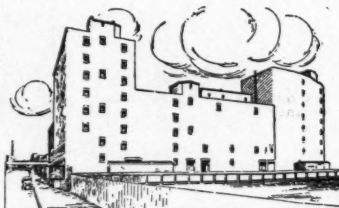
Local and Long Distance Trucking.

Railroad Facilities.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.
P. R. R. Sidings. HARRISBURG, PA.

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse
Harrisburg, Pa.

W. C. Wirth, Resident Manager

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

S. S. BERTZ & CO., 226 West Lemon Street
STORAGE WAREHOUSE

General Merchandise Distribution

Pool Car Shipments

HOUSEHOLD GOODS STORAGE

Local and Long Distance Hauling—Direct Railroad Siding—Both
Pennsylvania R. R. and Philadelphia & Reading

CORRESPONDENCE SOLICITED

LANCASTER, PA.

KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

OIL CITY, PA.

CARNAHAN

TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

PROPRIETARY MEDICINE WAREHOUSE

A Specialized Service, Devoted to
Medicines and Toilet Goods Exclusively

Twenty years experience in handling and merchandising of Proprietary Medicines and Toilet Goods with specially selected experienced assistants and an intimate association with the drug-trade assures you of the particular service those products require. This exclusive service is now being used by some of the largest manufacturers in the country.

What are your needs? I can help solve your distribution problems.

38 South Third St. WILBUR H. CROSS Philadelphia, Pa.

PHILADELPHIA, PA.

ESTABLISHED 1855

Godley's Storage Warehouses

101 Walnut St., Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS
BONDED MERCHANDISE



Track connections

Pennsylvania Railroad

Philadelphia & Reading Railroad

PHILADELPHIA, PA.

POOL CAR DISTRIBUTION

Railroad Sidings Motor Truck Delivery
Freight Bills Audited

Mutual Transportation Co., Inc.

Main Office:
121-123 N. Front St.

WE SOLICIT YOUR INQUIRIES
ON

L. C. L.—S. C. AND P. C. SHIPMENTS

STORE DOOR DELIVERIES

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

Mr. Warehouseman

If you are interested in a big money-making side line which you can develop in your spare

MOVING FOR PARTICULAR PEOPLE



LEHIGH AT 21ST ST. PHONE DIA. 7360

time, let us know. We have a real money-maker for you.

PHILADELPHIA, PA.

Wm. Rommel, Jr., Genl. Manager

South Jersey Warehouse Company

1300 Pine St., Camden, N. J.

General Merchandise Only

Warehouse Receipts Issued

Direct Penn. R. R. Siding

Pool Car Distribution

Motor truck service for Philadelphia and South Jersey deliveries

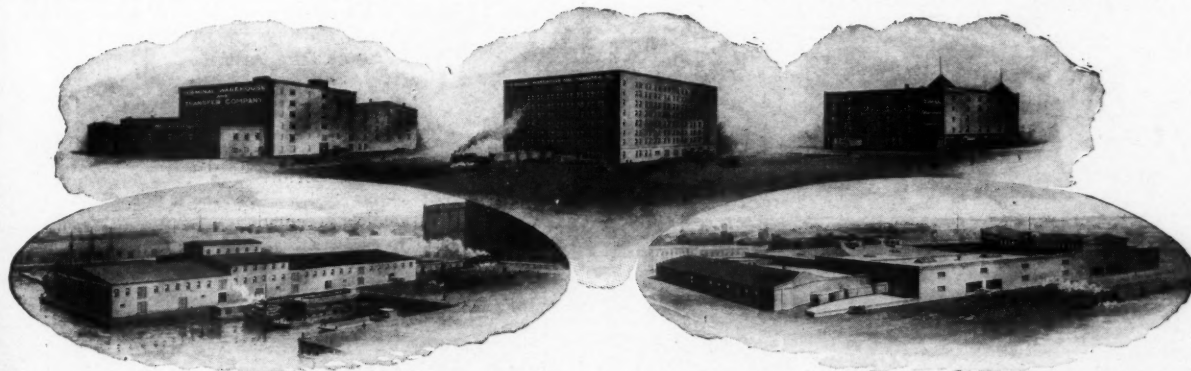
PHILADELPHIA, PA.

STORING — PACKING — DISTRIBUTING

9 Warehouses
Sea and Rail

Trackage Facilities for 43 Cars

Acres of Floor Space
Phila. & Reading R. R. Penna. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks.

FACILITIES—Direct track connection with Penn. R. R. and Phila. and Reading permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments—Warehouse receipts, considered desirable collateral, available when desired.

PERSONNEL—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY

DELAWARE AVE. & FAIRMOUNT

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.



PHILADELPHIA, PA.

Philadelphia

LOGISTICS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PITTSBURGH, PA.

BELMAR

MOVING & STORAGE CO.

OFFICE AND WAREHOUSE

Homewood Ave. and P. R. R.
Pittsburgh, Pa.We pay commission on all work secured
through our correspondents and guarantee sat-
isfaction to your customers.

PHILADELPHIA, PA.

Established 1903

MANUFACTURERS'
DISTRIBUTORSDirect delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets
CAMDEN, N. J.

PITTSBURGH, PA.

Duquesne's Offer: Certain Satisfaction

To the firm selling to wholesalers and retailers we offer
quick distribution to two million consumers. Large con-
signments reach us at carload rates and are reshipped
L. C. L. without need for or expense of trucking. One
hundred cars is our track capacity; eight five-ton eleva-
tors and a careful, experienced crew of handlers assure
despatch and safety.Duquesne Warehouse Co.
Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

PITTSBURGH, PA.

In PITTSBURGH

It's

BLANK'S

Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

SERVICE TO THE CORRESPONDENT

CONSISTS in giving the corre-
spondence of those we represent
prompt acknowledgment, safe-
guarding their interests, mailing
checks in settlement of accounts,
and furnishing final reports of
transactions.THIS service also includes an
element of importance:— the
handling of shipments upon ar-
rival in a manner conducive to
joint customer's approval, whose
future business we are always
eager to secure.Ship via Pennsylvania to East Liberty
Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

HASLEY BROTHERS

TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilksburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

**J. O'NEIL TRANSFER
AND STORAGE**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty

General Hauling

NEW FIREPROOF STORAGE HOUSE

Separate Rooms

PITTSBURGH, PA.

Established 1910

PITTSBURGH DISTRIBUTING CO.CAR-LOAD MERCHANDISE
DISTRIBUTED AND RESHIPED
PITTSBURGH, PA.

601 Empire Building

Tel. 1574 Smithfield

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

PITTSBURGH, PA.

SHANAHAN

Transfer & Storage Company

Established 1865

CONSIGN PITTSBURGH SHIPMENTS
FIREPROOF STORAGE, HOUSEHOLD GOODS ONLY
SEPARATE APARTMENTS

PROMPT RETURNS

3500 5th Ave.
Center of City7535 Penn Ave.
Extreme East End

Pittsburgh, Pa.

READING, PA.

Columbian Warehouse Company

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.

S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.

Largest & Long Distance Hauling
Manufacturers' Distributors—
Carload Distributions
R. F. POST ESTATE

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

The Quackenbush Warehouse Co.

Incorporated

Storing, Packing, Carting.

Shipping, R.R. Siding, Manufacturers' Distributors.

Correspondence Solicited

Scranton, Pa.

Members A. W. A. and A. O. W.

Storage in transit privilege accorded.

WILKES-BARRE, PA.

"Same Day Service"
**MERCHANTS WAREHOUSING
 COMPANY**

OF
Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.
 Fireproof Warehouses and Competent Staff.
 Merchandise Storage and Pool cars checked.
 Located in the Hub of the wholesale district.
 Trackage facilities for 10 cars on L. V. and C. R. R. of
 N. J. sidings.
 Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of
 N. J., D. & H. freight stations.
 Manufacturers' Distributors with facilities to handle large
 consignments.

Offices: 150-156 E. Northampton Street

WILLIAMSPORT, PA.

Williamsport, Pennsylvania


New reinforced concrete structure just completed—
 fireproof thruout.
 Low rate of insurance.
 Penna. R. R. Siding.
 Short Haul to Penna. R. R., New York Central and
 Reading Freight Stations.

Williamsport Storage Co., Inc.

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

*Prompt and Efficient Service
 Milling-in-Transit and Pool Cars*

19-35 New Bennett St.

Wilkes-Barre, Pa.

The Men Who Distribute

Bowser Tanks

Read **DISTRIBUTION & WAREHOUSING**
 and consult the Shippers' Index

THE SUBSCRIPTION PRICE OF

Distribution & Warehousing

IS

\$2.00 A YEAR

The Warehouseman who does not find
 ideas and suggestions in any one issue
 which will make or save him a hun-
 dred times that amount is either ready
 for the millennium or is not looking
 for opportunities.

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

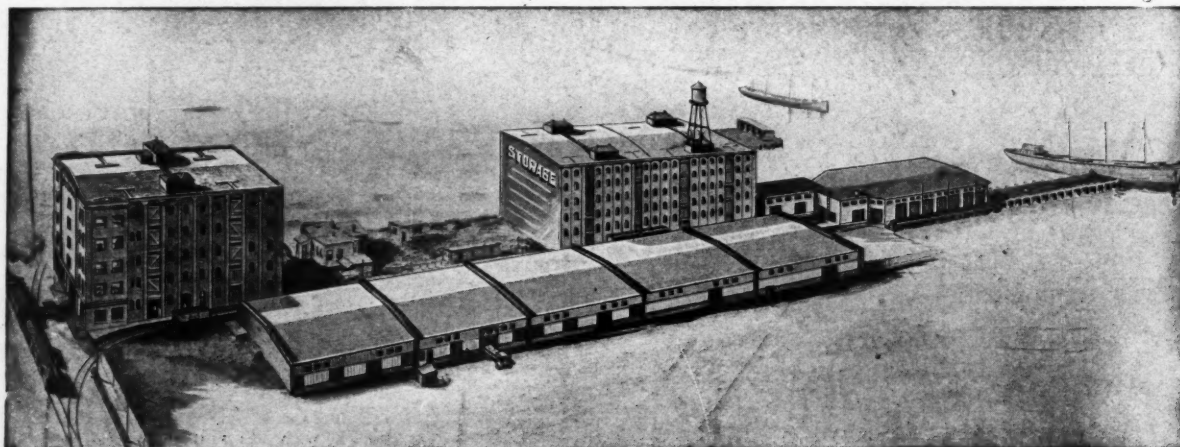
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several
 acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor
 Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Con-
 nection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of
 Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
 Treasurer & General Mgr.

WM. A. MILLSPAUGH
 Secretary

H. E. LEAVER
 Superintendent



PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres. WALDEN WYMAN, Mgr.
Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

PROVIDENCE, R. I.**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES
Household Furniture and Pianos
Packing, Crating and Shipping.
62 to 70 Dudley Street.

CHARLESTON, S. C.

CHARLESTON
Warehouse & Forwarding Co.

Merchandise Storage and Distribution of Pool Cars.
Private Tracks, Motor Truck Service.

GREENVILLE, S. C.**GREENVILLE, S. C.**

Storage, Distributing, Moving, Service
that satisfies

SMITH DRAY LINE

ABERDEEN, S. D.

Where the West Was

ABERDEEN STORAGE COMPANY

Storage and Distribution of Merchandise and
Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage Trucks and Teams

SIoux FALLS, S. D.

STRAHON TRANSFER
& STORAGE CO.

General Warehousing
Distribution Private Trackage
Pool Cars a Specialty
Bonded Warehouse
35,000 sq. ft.
Motor Truck and Team Service

**WATERTOWN, S. D.**

FIREPROOF BONDED
DAKOTA WAREHOUSE CO.

Merchandise Storage and Distribution

Pool cars solicited

Private Siding Motor Trucks

CHATTANOOGA, TENN.

CHATTANOOGA
Warehouse & Cold Storage Company

Chattanooga, Tennessee
MEMBERS: A. W. A. and AMERICAN CHAIN
Cold and General Storage
GENERAL MERCHANDISE AND HOUSEHOLD GOODS
PACKING AND SHIPPING
Special Attention Given to Pool Car Distribution.

CHATTANOOGA, TENN.

THE CHATTANOOGA
TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

CHATTANOOGA, TENN.

CRABTREE
TRANSFER & STORAGE COMPANY, Inc.

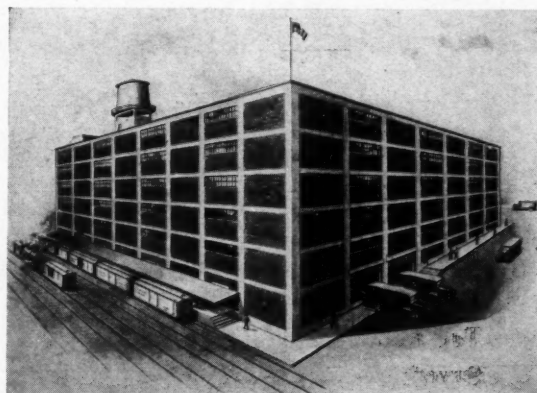
Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

KNOXVILLE, TENN.

D. R. BENEDICT
Manager



Knoxville Fireproof Storage Company

612 E. Depot Street
Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

New Building, 135,000 square feet, on
Southern Railway tracks.
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittances
Pool Cars distributed, made.

National Furniture Warehousemen's Ass'n.

MEMBERS

American Warehousemen's Ass'n.
Central Warehousemen's Club

PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

C. C. SULLINS, Sales Agent
Warehousing, Distributing and Selling

POOL CARS A SPECIALTY

KNOXVILLE, TENNESSEE

Branch at 514 Scott Street, Bristol, Tenn.

MEMPHIS, TENN.

MEMPHIS, TENN.

The South's most centrally located
Distributing Center

The Home of the World's Largest Cotton
Warehouses—operating departments
for the

**STORAGE
of
General Merchandise
Automobiles
and
POOL CAR DISTRIBUTION**

Lowest Rates—Insurance

Facts Concerning Our Warehouses:

- 200 Acres Concrete Warehouses.
- All on ground floor.
- Automatically sprinkled.
- Finest fire alarm system.
- Privately policed.
- Ten miles standard railroad.
- Served by ten railroads.
- Miss. Warrior Barge Line.
- Trackage facilities, 500 cars.
- Our own Fleet Motor Trucks.

An Organization of Experienced Operatives,
Permitting Unexcelled Service at All Times.

Information Gladly Furnished.

Memphis Terminal Corporation

General Offices: 15th Floor,
Central Bank Bldg.

Member: American Warehousemen's Ass'n

MEMPHIS, TENN.

Patterson Transfer Company

Established 1856. Sprinkler System.
Lowest Insurance Rate in the City.
Merchandise Storage and Distribution.
Pool Cars Distributed.

MEMPHIS, TENN.

G. S. POSTON, Pres. J. H. POSTON, Vice-Pres.
C. W. CARTER, Secy. and Treas.
W. H. DEARING, Assist. Secy. and Treas.

**JOHN H. POSTON
STORAGE WAREHOUSES
INCORPORATED**

671 to 679 South Main St., on Illinois Central Railroad
Tracks

CAPACITY 1000 CARS
Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.
No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.

**DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.**

MEMPHIS, TENN.

IF _____ **???**
YOU ARE LOOKING FOR A Warehouse That Believes in
"SERVICE FIRST" Then Get in Touch Today With
ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE
LOW RATE OF INSURANCE
FREE SWITCHING SERVICE
IN THE HEART OF THE
FREIGHT TERMINAL
AND JOBBING DISTRICT.

NASHVILLE, TENN.

NASHVILLE

Central shipping point for all parts of
Tennessee, Southern Kentucky, Northern
Alabama, Mississippi and Georgia.

BOND

Reshipping and city deliveries from pool
cars or warehouse stock. Free switching
from all roads. Low insurance. Expert
men will attend to your business promptly
and carefully. Will be glad to refer you
to many large and well known companies
we are now serving.

E. M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National
Furniture Warehousemen's Association and Southern Warehouse-
men's Association.

DALLAS, TEXAS

The \$5,000,000 Santa Fe Terminal Building of Dallas, Texas

Located in the
Heart of the City

Babson says:

"The time will come when Texas will have the largest population of any State in the country. Wise are the Northern manufacturers and jobbers who are now laying their plans with this future in view."

Your requirements for the Southwest can be fulfilled in any of its four units.

UNIT 1

Nineteen story modern model finish office building and adjoining, ten story wholesale display rooms equipped for carrying small stocks.

UNIT 2

BONDED PUBLIC Warehouse occupied by The Dallas Transfer Company. General warehousing, distribution and pool car service. Member American Warehousemen's Association and American Chain of Warehouses. Approximately 275,000 square feet.

UNIT 3

Cold Storage warehouse for perishable products—1,500,000 cubic feet capacity—Occupied by the Southern Ice and Utilities Co.

UNIT 4

To be occupied by National Distributors. All Units connected with five submerged railroad tracks through underground tube—entirely out of the way of surface operations and interferences.

Office Building and Showroom Unit Completed Jan. 1st, 1925. Cold Storage Unit completed Sept. 1st, 1924. Bonded Storage Warehouse Unit completed July 1st, 1924.



The Buyers' Center

Contract for space in any of its Units by applying to:

Dallas Transfer Company, Dallas
Southern Ice & Utilities Company, Dallas
Terminal Building Corporation of Dallas



WEST ELEVATION; FOUR COMPLETE UNITS OF THE SANTA FE BUILDING

AUSTIN, TEXAS

RIPS TRANSFER AND STORAGE CO.

Moving, Packing, Shipping, Storing

Bonded Warehouse with Lowest Insurance Rate in the City
GENERAL WAREHOUSING AND DISTRIBUTION

GALVESTON, TEXAS

AMERICAN WAREHOUSE COMPANY

Merchandise Warehousing
Pool Car Distribution

The KEY to the GREAT SOUTHWESTERN MARKET

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.
Tel. Henry 3385

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Assn.

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

TRANSFER AND FIRE-PROOF WAREHOUSES

Pool Car Distributors

Forwarders

EL PASO, TEXAS

El Paso Fireproof Storage Co., Inc.
ESTABLISHED 1911

75,000 Sq. Ft.—Fireproof—Bonded

STORAGE and DISTRIBUTION

Merchandise and Household Goods

Our Warehouse is in the Center of the Jobbing and Business District

"Service Guaranteed"

Two Blocks East of Post Office

Campbell and Mills Sts.

El Paso, Texas

Members of the National Furniture Warehousemen's Association

EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only

Twelve Other Warehouses for Household Goods, Etc.

Receiving
Storage
and
Distribution
of
Merchandise

Packing
Crating
Shipping
of
Household
Goods

Make Our Warehouse Your Branch House

BECAUSE

NO SWITCHING CHARGES

WE ARE BANKERS OF MERCHANDISE

WE HAVE THE LOWEST INSURANCE RATES IN EL PASO

WE HAVE A THOROUGH WAREHOUSE ORGANIZATION

WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION

EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

INTERNATIONAL WAREHOUSE CO.

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

FORT WORTH, TEXAS

PRESCOTT STORAGE CO.

465 South Calhoun St., Ft. Worth, Texas.

Moving, Storing, Packing, Shipping. 19,500 square feet of floor space. Expert handlers of household goods. Distributors of pool car shipments. Your business will be appreciated.

HOUSTON, TEXAS

A·B·C. STORAGE AND MOVING CO., Inc.



"It's Fireproof"

Houston, Texas

Right in the
Center
of Houston

Ideal for the
DISTRIBUTION
of
MERCHANDISE
and
HOUSEHOLD
GOODS

Edw. T. Keough, Gen. Mgr.

HOUSTON, TEXAS

CAN YOU DO IT AND KEEP A CUSTOMER

book order for 2 days delivery and know goods be 6 to 8 days in arriving? No.

You can retain your Southwestern customer's good will, your promise to him and make profit on sale by having ready for quick shipment your merchandise from

COMMERCIAL WAREHOUSE

"Handlers Non-Related Goods"

where you get SERVICE SUPERIOR with personal attention. Is satisfying others and can satisfy you.

Let us submit our handling and distribution plans. Write for them today.

D. S. Cage Co., Houston, Texas

Lessees Commercial Warehouse

HOUSTON, TEXAS

U N I O N TRANSFER & STORAGE CO.

Successors to

Binyon O'Keefe Fireproof Storage Co.



Pool Cars Distributed

MERCHANDISE STORAGE
FIREPROOF WAREHOUSE

SERVICE THAT COUNTS

HOUSTON, TEXAS

IN
HOUSTON
WESTHEIMER'S
FOR HOUSEHOLD GOODS AND
MERCANTILE STORAGE
DISTRIBUTION

FIREPROOF WAREHOUSES
RAIL FACILITIES—20 CARS
ELECTRIC CRANE
YARD STORAGE

Investment—\$300,000.00

References

Dun or Bradstreet Agency
All Local Banks
And Best of All
Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS

SAN ANTONIO, TEXAS

Bell's Storage



Distributing Co.

Duval near Austin Street, San Antonio, Texas
General Merchandise Distribution in all branches
Direct Southern Pacific siding
Carload, less carload, pool car and forwarding
Automobile delivery

SAN ANTONIO, TEXAS

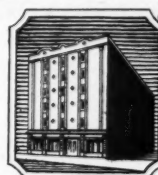
Territory—Southwest Texas and Mexico
MERCHANTS TRANSFER COMPANY
BANKERS of MERCHANDISE
Warehousing and Distribution

Household Goods—General Storage—Pool Cars
Branch House Facilities—Bonded

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.
Distributing Storage Forwarding
Give us a chance to demonstrate our service.
Reference Any Bank in San Antonio.
Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS



**General Warehousing
and Distribution**

CAPACITY
1,250,000 CU. FT.

THE HOUSE of SECURITY. Member four leading associations/

Write for
freight tariff
to all points in
San Antonio
territory

SCOBEE
FIREPROOF
STORAGE

San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.
TEXARKANA, ARK.

Established 1882
DISTRIBUTOR OF

POOL CARS STORAGE
TRUCKING MOVING

TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

VICTORIA, TEXAS

GULF COAST
DISTRIBUTION & WAREHOUSING
A PERSONAL INTEREST SERVICE
Warehouses at Victoria, Cuero, and Shiner, Texas.
Victoria Compress & Whse. Co. VICTORIA TEXAS

WACO, TEXAS



**WEATHERED TRANSFER
& STORAGE COMPANY**
INCORPORATED
FIREPROOF AND
SEMI-FIREPROOF
WAREHOUSES

ONE BLOCK ON HARRY AVE. AT THIRTEENTH ST.

The Heart of Texas

WEATHERED TRANSFER AND STORAGE CO., INC.
One Block on Mary at 13th St.
FIREPROOF STORAGE

Private sidings with ten car capacity, trackage on I. & G. N., G. C. & S. F.
and St. L. and S. W. Rys.

The Oldest Distribution Warehouse in Central Texas.

Members A. W. A., N. F. W. A., Am. Chain, C. W. C., Tex. W. & T. Assn.
Equipped to give the very best service on Storing and Distributing Merchandise.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution
Over 1,000,000 Cubic Feet Re-enforced Concrete,
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

NORFOLK, VA.

BELL STORAGE WAREHOUSE CORP.

Monticello Ave., 22nd St., N. & W. R. R.

Merchandise and Household Goods
Pool Car DistributionPETERSBURG, VA.
HOPEWELL, VA.**SOUTHERN**
BONDED WAREHOUSE
Distributors—Fireproof Storage

RICHMOND, VA.

Virginia Bonded Warehouse Corporation
1707 East Cary StreetDistribution and Forwarding of General Merchandise Only
Largest Warehouses in South Southern R. R. Siding
175,000 sq. ft. Insurance Rate 25c. per \$100 per year
Members American Warehousemen's Association

WHITE RIVER JUNCTION, VT.

VERMONT WAREHOUSE CO., Inc.Storage and Distributing
White River Junction, Vt.Government License for Wool 4-65.
Best Distributing Point in Northern New England.
Negotiable Receipts issued. Dead storage for Automobiles.

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.Established 1889
Incorporated 1904
Free & Bonded
Warehouses
Seattle, Wash.GENERAL MERCHANDISE STORAGE
MACHINERY STORAGE
HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTIONS
OPERATING 30 TEAMS, 24 AUTOS
SERVICE OUR MOTTO

SEATTLE, WASH.

B E K I N S
FIREPROOF STORAGESEATTLE, WASH. PORTLAND, ORE.
Madison at Twelfth Sixteenth and Sandy Blvd.

SEATTLE, WASH.

FALES WAREHOUSE

1018-1020 Fourth Ave. South

General Storage—Distribution—
Household GoodsWe own our own property—investment \$150,000.00—
75,000 square feet floor space—28c insurance rate—
trackage—central business location—Class A ware-
house—Good offices for brokers—complete and responsi-
ble service including drayage at MODERATE RATES.

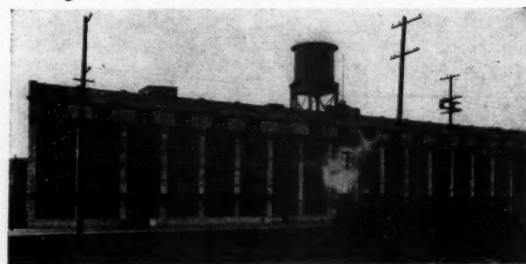
The Men Who Distribute

Vacuum OilRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SEATTLE, WASH.

PORT OF SEATTLE

OPERATES

THE FINEST WATERSIDE
WAREHOUSES ON THE
PACIFIC COASTView of Four Story Concrete Waterside Warehouse at the Stacy
St. Terminal

WHERE RAIL and WATER MEET.

General storage for all classes of merchandise.
Cold storage for all classes of perishable cargo.For Rates and full information
Write Traffic Dept.—Port of Seattle, Seattle, Wash-
ington.

SEATTLE, WASH.

L. X. Coder, Pres. R. R. Mitchell, Sec'y.

SYSTEM INC. DELIVERY CO.

Pool Car Distributors
Merchandise Storage
Fireproof Warehouse
"For Service—Ship to System"
SEATTLE, WASH.

SEATTLE, WASH.

TAYLOR EDWARDS

Transfer and Storage Co.



Members:
American Warehousemen's Asso. Central Warehousemen's Club

Merchandise Distributors



DISTRIBUTION CARS
Delivered, Forwarded or Stored
No Switching eg. on Carloads
FIREPROOF STORAGE
POOL CARS
Furniture Packed, Shipped or
Stored
Established 1905
LOW INSURANCE
SEATTLE, WASHINGTON



SEATTLE, WASH.

UNITED WAREHOUSE CO. SEATTLE, WASH.

Established 1895
Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING
U. S. CUSTOMS BONDED STORAGE
RAIL CONNECTION WITH ALL ROADS

SPOKANE, WASH.

CATER TRANSFER & STORAGE CO.

121 So. Madison St.

Merchandise of all classes, Household Goods, Pianos and Automobiles, Warehoused and Distributed thru the most accessible and centrally situated warehouse in Spokane. Located on Northern Pacific Tracks.

The Men Who Distribute

Carey Salt

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TACOMA, WASH.



WE OWN BOTH WAREHOUSES

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business
CORNER PACIFIC AVE. AND 19th.

TACOMA, WASH.

Service

Pacific Storage & Transfer Co.

Warehousemen

Merchandise and Furniture

Distributors and Forwarders

Ship Your Pool Cars to Us.



Our Motto Is
Service

Tacoma, Wash.



YAKIMA, WASH.

MILLER TRANSFER & STORAGE CO.

DISTRIBUTORS and FORWARDERS, PACKERS SHIPPERS and MOVERS

TRANSFER-STORAGE WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling.
SHIP IN OUR CARE and let us be "At your service with best of service."

OFFICE: 10 EAST A STREET Phone 571 SIDNEY HOTEL BLDG.

Warehouse: 228 South 1st Street

AUTOMOBILE AND TRUCK STORAGE

CHARLESTON, WEST VA.

MATHEWS STORAGE WAREHOUSES

Distribution & Warehousing

Five Warehouses—Motor Truck Service.

Direct Railway Siding—connecting with NYC, C&O,
B&O and Virginian Rys.

Members: A. W. A.—N. F. W. A.—A. G. W.

KENOSHA, WIS.

DAVID NELSON

KENOSHA

WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.

MILWAUKEE, WIS.

LINCOLN FIREPROOF WAREHOUSE CO.

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.
City and Interurban Delivery of Mdse. and Household
Goods. We remit upon receipt of bill of lading.

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSINWE CAN SOLVE YOUR PROBLEMS IN
STORAGE AND DISTRIBUTION
OF MERCHANDISE15 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCKMEMBER—AMERICAN CHAIN OF WAREHOUSES,
AMERICAN WAREHOUSEMEN'S ASSOCIATION,
CENTRAL WAREHOUSEMEN'S CLUB

MILWAUKEE, WIS.

For the Greatest SatisfactionTo both yourselves and your customers
consign your Milwaukee shipments to**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.

Good service
built this
new fire proof
warehouse.

OSHKOSH, WIS.

Oshkosh Storage CompanyGeneral Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Private Siding—Free SwitchingOshkosh is the Metropolis of the Fox River Valley
and the best distributing point in Wisconsin.
We solicit your valued shipments which will receive
our prompt and careful attention.Members: **American Warehousemen's Association**
Nat'l Furniture Warehousemen's Ass'n

EDMONTON, ALTA., CAN.

Western Transfer & Storage, Ltd.

10117-102nd Street

Cartage agents for
Canadian Pacific Ry., Canadian National Ry., E. D. & B. C. Ry., Central
Canada Ry., A. & G. W. Ry.

Cartage Distribution Storage

EDMONTON, ALTA., CANADA

Members of the Canadian Warehousemen's Association.

HAMILTON, CAN.

**CENTRAL DISTRIBUTING
POINT.****HAMILTON**
THE GATEWAY TO CANADA

Store and Distribute through

The Glasgow Storage & Cartage Co.

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

HAMILTON, CANADA

Quickest Delivery—Least Expense

Distribute Canadian Consignments Through

Hamilton Terminal Warehouses Ltd

Hamilton, Ontario, where Freight Rates Break

Private Siding, All Railroad Connections

WINNIPEG, CAN.

INSURANCE 30 CENTS



230 PRINCESS ST. WINNIPEG

HONOLULU, HAWAII

When Shipping Goods to

HONOLULUconsign to us and the same will be given our best
attention. Modern Concrete Warehouses. Col-
lections promptly remitted. Correspondence
solicited.**CITY TRANSFER COMPANY**

Cable Address:

LOVERINO, HONOLULU

The Men Who Distribute

Durkee's Salad DressingRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

The SPOTLIGHT

DEPARTMENT

WILL FIND WHAT YOU WANT



6¢
a word

For inexpensive, quick-acting, result-producing publicity use Spotlight Service—it is a good doctor for any business want.

Whether you want to buy or sell Spotlight Service can help you. These little ads work both ways.

6¢
a word

6¢
a word

Some other reader wants to buy what you want to sell—let Spotlight Service find him for you.

To find men or employment, to locate business opportunities, to sell, rent, exchange or buy, Spotlight Service will help you.

6¢
a word

6¢
a word

Spotlight ads can be bought today at prices everyone can afford to pay.

EVERY DAY—EVERY HOUR—SOME ONE—SOMEWHERE—has a business want that could be satisfied quickly by someone else in the industry. Tell your troubles to the Spotlight Department and watch for the quick results.

6¢
a word

6¢ a word

Have you anything to sell—used machinery, spare parts, surplus stock of any kind. Let Spotlight Service find you a buyer.

You can find it,
You can sell it
Use a Spotlight ad
to tell it

6¢
a word

6¢
a word

The live men of the industry read their business paper—you can reach them through Spotlight Service.

If you need good men in your business, if you are looking for a better position, if you want to buy or sell used machinery, Spotlight Service will help you.

6¢
a word

6¢ a word

Nature dislikes junk piles. If you have any "junk" in your plant let Spotlight Service turn it into cash.

Whether you want to
buy or sell
Spotlight ads will
do it well

6¢
a word

6¢
a word

Spotlight advertising
is
Opportunity advertising

6¢ a word

Let the
SPOTLIGHT
find it for you

The Spotlight Department this week is on page 123



**Use White Tar Paper and
White Tar Naphthalene**
In protecting the wares stored with you.

WE MANUFACTURE

**WHITE
TAR**

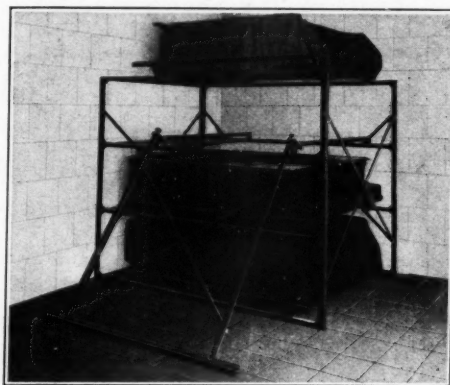
Paper (Pine, Tar and Cedar)
Moth Bags (varied sizes)
Moth Balls, Crystals, Powder and Blocks
Naphthalene Flakes, Lavender and Cedar Compound

WHITE TAR MOTH SPRAY

The White Tar Company
56 VESEY ST., NEW YORK CITY



**It Is Wrong to Stand
Grand Pianos on End!**



IREDALE
Grand Piano Rack

enables you to lay them flat!

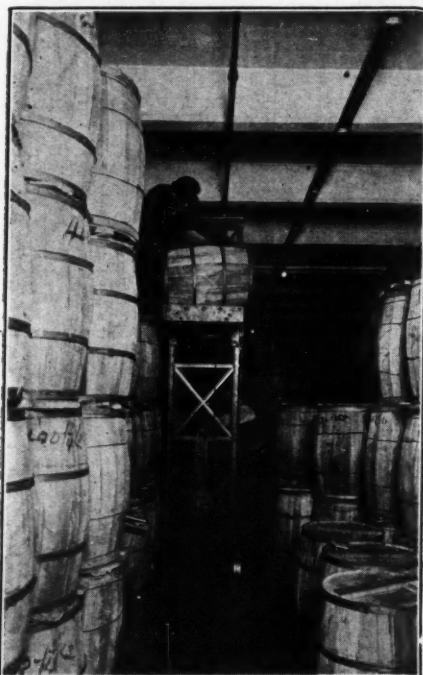
It is ruinous to the action of a Grand Piano to stand it on end for any length of time.

If you are in the habit of standing them on end to save space you can still save that space and lay them FLAT with The IREDALE Rack.

Four flat in the same space that four on end take.

Valuable facts on request.

Service Steel Products Co.
140 N. Dearborn St., CHICAGO, ILL.



**Boxes
Barrels
Bales
or
Crates
the
DELTA
P
O
R
T
A
B
L
E
E
L
E
V
A
T
O
R**

*enables
one or
two men
to do work
now re-
quiring
three or
four.*

Hand power or electric, any capacity, any height.

Ask for Catalog 105

New Jersey Foundry & Machine Co.
90 West Street, New York

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.,
REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,
OF DISTRIBUTION & WAREHOUSING, published monthly at New York, N. Y.,
for April 1, 1924.

COUNTY OF NEW YORK, ss.

Before me, a Notary Public in and for the State and County aforesaid, personally appeared E. M. Corey, who, having been duly sworn according to law, deposes and says that he is the Treasurer of the Class Journal Company, Publishers of DISTRIBUTION & WAREHOUSING, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, The Class Journal Company, 239 West 39th Street, New York; Editor, Kent B. Stiles, 239 West 39th Street, New York; Managing Editor, Julian Chase, Farretown, N. Y.; Business Manager, A. K. Murray, 1710 Newkirk Ave., Brooklyn, N. Y.

2. That the owner is:
United Publishers Corporation, 239 West 38th Street, New York; Stockholders of United Publishing Corporation: John C. Curtis, London, England; Fritz J. Frank, Pleasantville, N. Y.; Mabel M. Griffiths, Montclair, N. J.; W. H. Lindsay, 508 West 112th St., New York; J. H. McGraw, Jr., Tenth Ave. and 36th St., New York; Elizabeth S. Mekeel, Montclair, N. J.; A. C. Pearson, Upper Montclair, N. J.; Lelia C. Pearson, Upper Montclair, N. J.; Chas. G. Phillips, Upper Montclair, N. J.; Chas. Swayne Phillips, Upper Montclair, N. J.; Jennie M. Phillips, Upper Montclair, N. J.; W. I. Ralph, 231 West 39th St., New York; Franklin T. Root, Bronxville, N. Y.; Olive Root, Bronxville, N. Y.; Winifred Root, 2 West 67th St., New York; Chas. T. Root, 2 West 67th St., New York; Elizabeth S. Root, 2 West 67th St., New York; G. E. Sly, 630 West 141st St., New York; Velma S. Stevens, 325 West End Ave., New York; M. J. Swetland, Trustee for Grace E. Swetland, Redlands, Calif.; W. H. Taylor, Upper Montclair, N. J.; Everit B. Terhune, Boston, Mass.; James Artman, 4535 Chestnut St., Philadelphia, Pa.; George H. Busby, 19th and Walnut Sts., Philadelphia, Pa.; C. A. Musselman, Merion, Pa.; Publishers Securities Company, Montclair, N. J.; Stockholders of Publishers Securities Company: Velma S. Stevens, 325 West End Ave., New York; M. J. Swetland, Trustee for Grace E. Swetland, Redlands, Calif.; Ruth S. Kane, Montclair, N. J.; Dorothy S. Johnson, New York, N. Y.; Root Securities Corporation, 239 West 39th St., New York; Stockholders of Root Securities Corporation: F. T. Root, Bronxville, N. Y.; Geo. F. Root, Bronxville, N. Y.; Ralph Root, Brooklyn, N. Y.; Winifred Root, New York, N. Y.; Royal P. Root, New York, N. Y.; Esther S. Root, New York, N. Y.; Waldo Root, New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stocks, bonds, or other securities than as so stated by him.

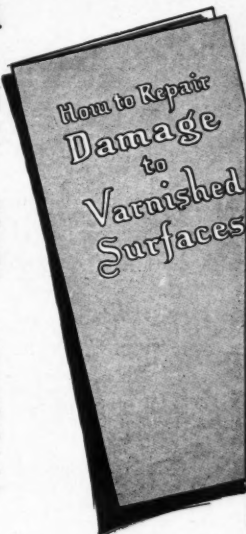
Sworn to and subscribed before me this 25th day of March, 1924.
E. M. COREY,
Notary Public, Queens Co. Clerk's No. 3315. Certificate filed in New York Co. No. 748. New York Co. Register's No. 4533. Commission Expires March 30, 1924.

Send For This VALUABLE FREE BOOK

NO matter how carefully furniture is handled, accidents will occur and no one has devised a method of packing which will prevent packing marks.

When unavoidable injury occurs it is extremely difficult to satisfy the housewife whose treasured mahogany has been marked, scratched or dented—unless it is repaired before delivery.

"How to Repair Damage to Varnished Surfaces" tells how you can repair injury so that it is not only hidden but so that the repaired piece will look as good or better than before. It even explains how damage which occurs in delivery can be instantly touched-up by any intelligent driver or helper.



Write for your FREE copy.

If you are too busy to write a letter clip this paragraph to your card or letterhead and mail it to us. We'll know what you want.

The M. L. Campbell Company
2334 Pennway
Kansas City, Mo.

Increased Profits

by cleaning
Rugs and
Upholstery

You store and move your customers' carpets and furniture—why not clean them, too?

The margin of profit is large and the expense for equipment and labor is small.

Connersville scrubbing machines and vacuum cleaners are used in leading cleaning plants everywhere.

United Vacuum Appliance Corp.
FORMERLY LANDERS, FRARY & CLARK
Dept. I, Connersville, Ind.

CONNERSVILLE

WAGON PADS That "Stand-Up"



STAR BRAND

Best for the money

No.	Cut Size of Cloth	Per Doz.
24	6 ft. x 6 ft. 8 in.	\$35.00
26	6 ft. x 6 ft.	32.00
28	4 ft. 6 in. x 6 ft.	27.00
30	3 ft. x 6 ft.	19.00
Photograph Covers, each		5.00

Prices subject to change without notice.

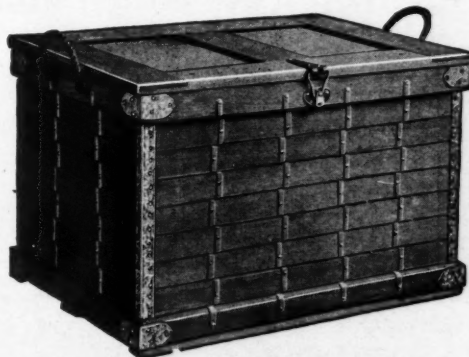
STAR BRAND PADS "STAND-UP"

Because made the "Star-way" of extra-heavy denim, cotton filled, stitched in squares.

WRITE OR WIRE YOUR ORDERS
IN TODAY

STAR QUILT MFG. CO.
1851-55 W. Roosevelt Rd., Chicago, Ill.

Baskets for Moving



Sizes—4, 6, 8 and 10 Bushel

With or Without Covers

We manufacture a full line of
**STORAGE HOUSE AND VAN SUPPLIES,
TWINE, ROPE, ETC.**

Write for Catalogue No. 10

WM. A. IDEN CO.
564 Washington Blvd. Chicago, Ill.

WAREHOUSE EQUIPMENT**We Meet Your Requirements***in*

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tarpaulins, Truck, Wagon and Horse Covers, Talking Machine Covers.

*Write Us Your Requirements.
So We May Quote You Prices.*

WAGNER AWNING MFG. CO.
2658 Scranton Road Cleveland, Ohio

Excelsior Wrapper Co.

MANUFACTURERS OF

**EXCELSIOR PACKING PADS
BALED EXCELSIOR
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.
Metropolitan District Served by
Boston Excelsior Co., 560 W. 29th St., New York City

FURNITURE PADS
(Cheap)

**STITCHED WITH A
DOUBLE THREAD MACHINE**

S. ARBEIT

119 McKibben St.,

Brooklyn, N. Y.

**Guard against fire loss
with**

Foamite Protection

Instantly puts out any fire at the start — smothers flame under clinging Firefoam. Available for every type and size of fire risk in hand extinguishers, engines on wheels, motorized

units for Fire Departments, or complete FOAMITE System installations.

Ask to have a representative call. His recommendations place you under no obligation.

Foamite-Childs Corporation

Fire Protection Engineers and Manufacturers
688 Turner Street, Utica, N. Y.

Foamite-Childs of Canada, Ltd., Toronto, Ont.
Sales and Engineering Representatives in
290 convenient centers.

A Test**for Excelsior Pads**

Pull the excelsior from a Selle pad out of its kraft paper wrapper. What do you find?
You can lift the tough, springy excelsior by one end, yet it will not break apart.

That's Real Protection!

We make every standard sized pad.
All uniform in thickness.
Contain no lumps or hard slivers.
Always full count in every bundle.
You can buy one bundle or a carload.

H. W. Selle & Co., 1000-1020 N. Halsted St.,
CHICAGO

EXCELSIOR PADS
BALED EXCELSIOR

Manufacturers:

WOOD WOOL PADS
WOOD WOOL

FURNITURE**PADS**

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.
330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.
Atlanta Dallas St. Louis New Orleans Minneapolis



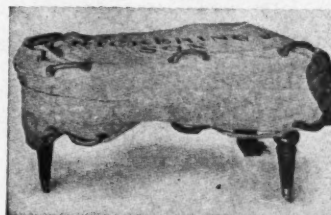
**GRAND PIANO
MOVING COVERS**

Made of the heaviest canvas, practically indestructible; extra heavy fleeced lining; reinforced with canvas at long side, a double thickness where handles are attached; bound with leather on corner; ten large 10-inch leather handles; hand sewed, "Sail Maker's Style" throughout; will fit any size grand piano.

Write for circular showing complete Moving Equipment.

LYON & HEALY, 64 E. Jackson Blvd., CHICAGO

**If You Move or Handle Pianos—
Acquaint Yourself—by All Means—With
The Breen Grand Piano Cover**



**"The Only One
of Its Quality
on the Market"**

Send for catalogue on Piano Movers' Supplies. We also make Water-proof Motor Truck and Wagon Covers.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.
It Can't Scratch If It's Properly Covered

The SPOTLIGHT

DEPARTMENT

WILL FIND WHAT YOU WANT



If you don't find what you want here, your advertisement here will find it for you.

This Spotlight section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All undisplayed advertisements in this section will be accepted at a flat rate of six cents per word for each insertion, minimum billing to be no less than \$1.00 per insertion.

INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelopes, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

Displayed advertisements are sold by the inch. Rates will be furnished upon application.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

The right is reserved to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this.

SPOTLIGHT DEPARTMENT
THE CLASS JOURNAL COMPANY
239 West 39th St., New York
5 S. Wabash Ave., Chicago

FOR SALE

Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isacson, 462 Fifty-second Street, Brooklyn, N. Y.

The Men Who Distribute

Wrigley's Chewing Gum

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BUSINESS OPPORTUNITY—Exceptional opportunity to engage in moving, packing and storage business in a live town in Southern Indiana, and within five miles of 325,000 population. A wonderful opportunity for transfer business. We have three non-fireproof buildings, two of them 2 and 3 story brick; one with a good 9 room flat, also small storeroom; one new 2 story concrete building built last year. Reason for selling, ill-health. WC-334, DISTRIBUTION & WAREHOUSING, 5 South Wabash Avenue, Chicago.

POSITION WANTED—Warehouse executive, college graduate, five years' experience household goods, only interested in future. Address P.W.-333, DISTRIBUTION & WAREHOUSING, 239 West 39th Street, New York City.

To the Employment Manager

You want a man who will make good—someone whose record, past and present, is evidence that he is ambitious, competent, efficient, progressive and up-to-the-minute. He will naturally be a reader of his business paper, as otherwise he cannot fill all of the above requirements.

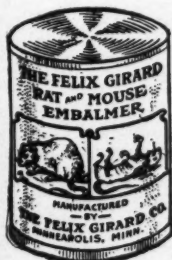
Spotlight Service

can help you to locate a number of good men and from those you should be able to select just the one best fitted for your needs. Six cents a word is all it costs for an undisplayed advertisement—but if you are in need of a man that is hard to locate a larger advertisement would doubtless prove a profitable investment.

6c
a word

Use your business paper
to get business men

Imitations



Don't buy from irresponsible Peddlers. Every day reports from Victims are received. Genuine Felix Girard Rat & Mouse Embalmer is sold Direct or through Responsible Jobbers only. It is shipped 30 day dating to all rated concerns -- The Faker wants cash on Delivery.

The Felix Girard Co., Inc.
Minneapolis, Minn.

"Iron Horse" Brand Furniture Van Pads



TRADE MARK REG. U. S. PAT. OFFICE

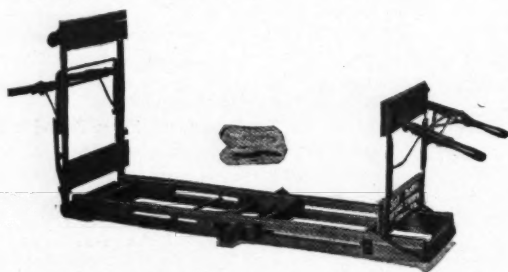
Foremost in Quality,
Workmanship and
Strength
The Most Economical
From Every Standpoint

A. L. REACH TEXTILE COMPANY

Office and Factory:
19-21-23 West 18th Street, New York, N. Y.

"PIANO PROFITS" Get Self-Lifting Equipment for Improved Piano Moving

We make piano trucks and other equipment for safety and ease in handling. It certainly pays to have our equipment—it is money saved and increased money earned. "What do you lack?" We have it—and at the right price.



The Buckeye Sill Is a Combination Truck

Without a doubt the very best sill truck on the market. Handles uprights, Grands and Baby Grands, in the most convenient manner, and for stair work is better than end trucks. It has every feature for perfect work. Shipping weight 105 lbs. Price \$39.00.

Up thru the window with Bilger Hoist

The Bilger hoist—one of our well known products—is easily put up and strong enough to spare for any weight piano or small safe. Operates from floor through window.

Price \$30

Complete Line of Piano Covers

New Selpo Truck (5 styles)



A sturdy truck, in two parts. One at each end of piano. Powerful lifting lever with twice the leverage of old style.

Spring steel with selected hard maple. Five styles. Shipping weight 80 to 95 lbs.

\$40 to \$52



Write for illustrated folder.

Self-Lifting Piano Truck Co.

Findlay, Ohio

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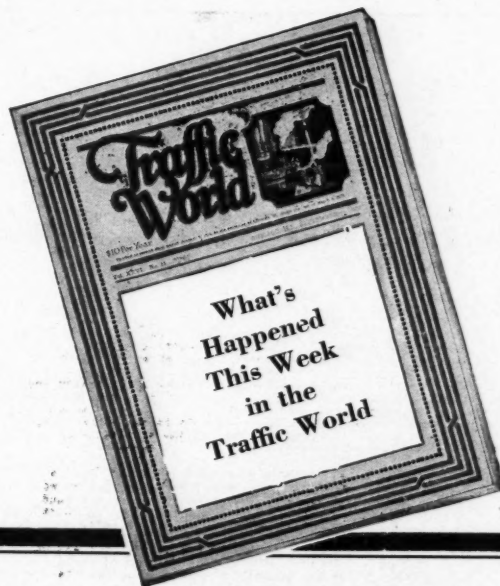
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Every Warehouseman Has Something to Sell to the Nation

There is a very trite expression to the effect that "to those who have never heard of you you do not exist."

This is applying today to a multitude of excellent warehousing facilities in logical distributing centers.

The manufacturer—or shipper—knows that his success lies in serving his customer quickly—and in any quantity desired—from an advantageous point.

The warehouseman who is reliable and has the facilities can profitably sell his service to the shipper.

The shipper really is anxious to know of this warehouseman.

If you are one of these warehousemen, you are neglecting an opportunity if you do not "tell the world" what you have.

TRAFFIC WORLD

Weekly Subscription Price, \$10 per year

Published by the


Traffic Service Corporation

Chicago, Ill.


418-430 S. Market St.

Washington, D. C.

Colorado Building



Metropolitan
FIREPROOF WAREHOUSE CORPORATION
STORAGE—MOVING
PACKING—SHIPPING
Over One Million Cubic Feet of Space



CHARLES S. MORRIS
PRESIDENT & MANAGER
LAWRENCE S. MORRIS
MANAGER & ASST. MANAGER
Telephone BRUCKER 9800
Private Exchange

AMSTERDAM AVE. & 15TH ST.
NEW YORK

Feb. 20,
1924.

Mr. George S. Kingale, Jr.,
1452 Broadway,
New York City.

Dear Mr. Kingale:—

We feel that it is due you to state how thoroughly we appreciate the service rendered by you in connection with the construction of our new building.

Our plant is practically finished, its beauty and efficiency we feel is due largely to your thorough grasping of our requirements. The speed in completion and economy of operation we further feel is due to your most complete understanding of the needs of our industry.

Should any of your prospective clients wish to learn of the type of service rendered by you we hope that you will feel free to refer to us and give us the privilege of recommending our most efficient methods to anybody needing same.

Our relations have been uniformly cordial and we appreciate the flexibility of your mind in accepting all suggestions and your ability to work them into practical shape.

With the highest regards, we are

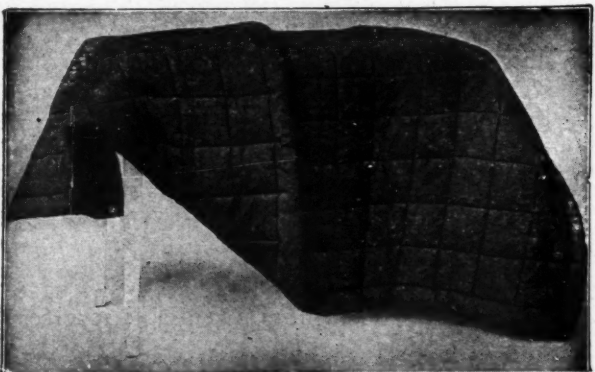
Yours very truly,

METROPOLITAN FIREPROOF WAREHOUSE CORP.

Chas. S. Morris President

AM MEMBERS

NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION
NEW YORK FURNITURE WAREHOUSEMEN'S ASSOCIATION
THE SPECIFIC ASSOCIATION OF NEW YORK
THE ROYAL CLUB OF NEW YORK
NEW JERSEY ASSOCIATION OF GREATER NEW YORK
NEW YORK STATE WAREHOUSEMEN'S ASSOCIATION
CANADIAN WAREHOUSEMEN'S ASSOCIATION



BE CAREFUL!!

To be safe for moving, a pad should be safe for your furniture. "PROTECTO" pad IS.
GET READY for the Spring RUSH.
Owing to the rising cotton market take advantage of these low prices.

Prices subject to change without notice.

NOTE: The pad is stitched in square blocks;
this prevents the cotton from bunching.

No. 12—Cut size of cloth 72x80....\$36.00 per dozen
No. 14—Cut size of cloth 54x72.... 22.00 per dozen
No. 16—Cut size of cloth 36x72.... 22.00 per dozen
PHONOGRAPH COVERS..... 5.50 EACH

"Protecto" Wagon Pads are made of Extra Heavy Drill Denim, Layer Cotton Filled.

Write or wire your order today.

CHICAGO QUILT MANUFACTURING CO.
1355-57 Roosevelt Road Chicago, Illinois

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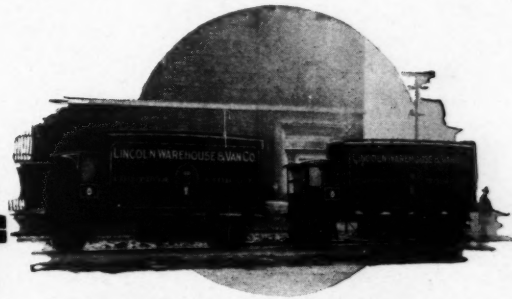
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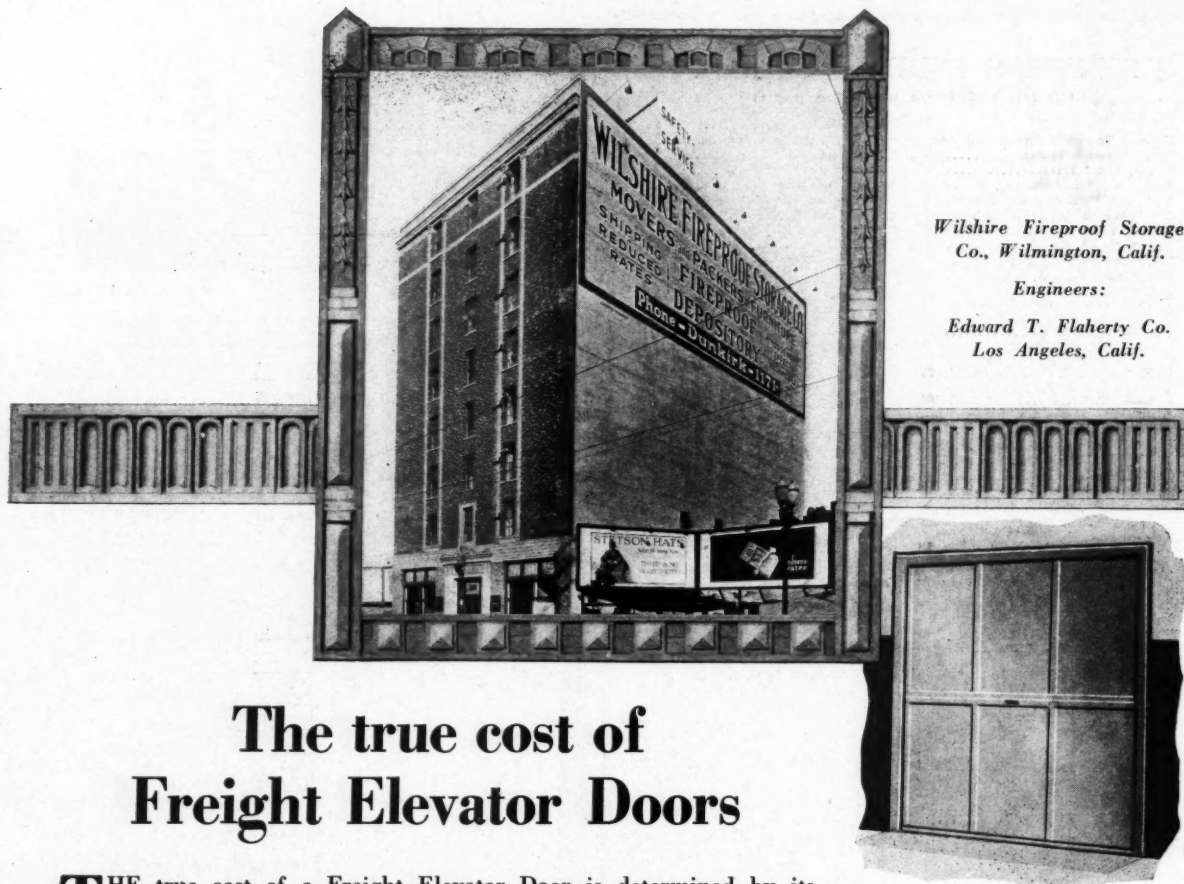
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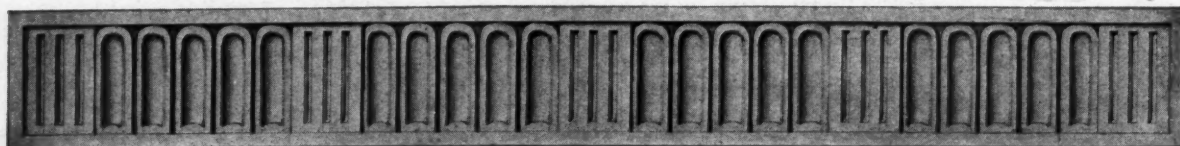
Judged on this basis, PEELLE Freight Elevator Doors cost less than other types of doors. They render years of uniformly efficient, economical service. They are counterbalanced and operate vertically within the elevator shaft, allowing full clearance for loading and unloading of elevator car. The patented "Truckable" bar provides smooth passage from elevator to floor.

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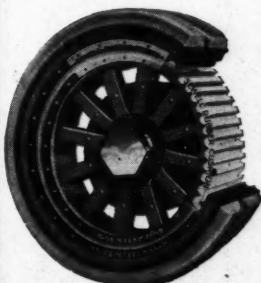
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